

LAST WEEK'S  
AVERAGE DAILY SALE  
430,000

No 63,181

## Blunders led to shootings in Gibraltar

### Security officer tells inquest of three errors

- The Gibraltar coroner was told that a series of "misjudgements" by British intelligence precipitated the shooting of the three IRA terrorists
- On March 6, a surveillance operation failed to spot Sean Savage, one of the IRA men, driving across the border with Spain in a white Renault car
- Intelligence officers wrongly assumed that the terrorists would be armed and that they would detonate a car bomb by remote control
- The final misjudgement occurred when an SAS soldier examined the car visually and reported that in his view the car was a suspect car bomb

From Tony Dawe, Gibraltar

A series of misjudgements by British intelligence agents precipitated the shooting of three unarmed IRA terrorists by the SAS in Gibraltar, a senior MI5 officer told the inquest into the deaths yesterday.

In a remarkable statement, the security officer, who was hidden from the press and public by a heavy curtain and was addressed only as Mr O, revealed three miscalculations made by the security services after they learned of the IRA's plan to bomb a military parade on the Rock.

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● With no winners of yesterday's £4,000 daily prize, the Portfolio Accumulator rises to £198,000. Prices: page 31

IN PART 2

### Tour party's blacklist

Eight of the England party of 16 for the tour of India this winter, which was announced yesterday, are on the latest United Nations blacklist of sportsmen with black South African links. Page 48

### Degree courses

Degree course vacancies for physical sciences, medicine, dentistry and biological sciences are published today. Pages 33-42

### New image

The catering and hotel trade must lose its candyfloss image to fill 120,000 vacancies every year, says an introduction to appointments. Pages 33-42

### TIMES FOCUS

Going to College, a four-page Special Report, tells students where to apply and what to do about the postal strike, and gives a general view of higher education. Pages 17-20

### FAX numbers

During the postal dispute, contact with The Times can be made on the following FAX numbers:

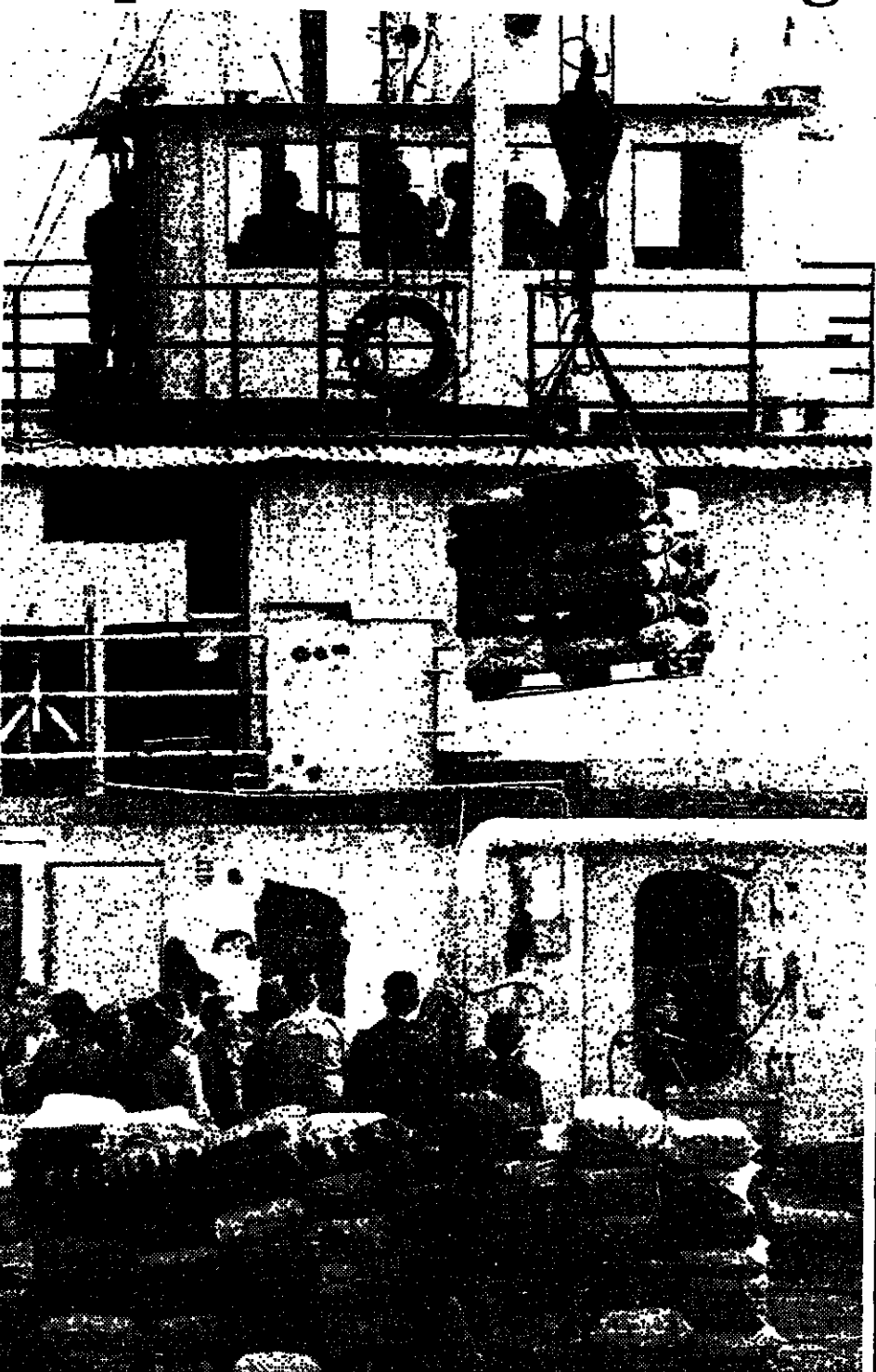
Editorial: (01) 583 9519  
Letters: (01) 782 5864  
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## Ship's £30m cannabis cargo



Sacks full of cannabis being unloaded by Customs officers yesterday during the search of the Salton Sea, which is being held at Ramsgate harbour. Five tons have already been seized and observers predict that the total haul is likely to be a record 10 tons, with a street value of up to £30 million (Photograph: Tony Bolder). Salton Sea search, Page 3

## 100,000 postal workers step up the strike

By David Sapsted, Sheila Guna and John Spicer

Intensified action by more than 100,000 postal workers closed all big sorting offices in Britain yesterday.

Facing mounting postal chaos, the Government appeared ready to order a suspension of the Post Office's letters monopoly.

Mr Tony Newton, the newly-appointed Minister of Trade and Industry responsible for the Post Office, is understood to be prepared to use emergency powers for a month-long suspension, enabling private firms to take over.

Legal action was also considered yesterday. Lawyers for the Freedom Association, chaired by Mr Norris McWhirter, are preparing a test case alleging that Mr Alan Tiffin, leader of the Union of Communications Workers, is in breach of the 1953 Post Office Act, which makes it a criminal offence to incite people to delay mail wilfully.

Trouble again flared in Liverpool where 600 pickets confronted police outside the main Copperas Hill sorting office.

Vans transporting casual workers were attacked for the third consecutive day and riot squads prevented pickets charging the office's main gate.

At the TUC conference in Bournemouth, Mr Tiffin called on Sir Bryan Nicholson, chairman of the Post Office, to hold an independent inquiry into "the collapse of industrial relations" in the organisation. He accused the Post Office of "calculated and cynical provocation" and of trying to break the strike by recruiting in public houses, threatening the unemployed with a loss of benefit unless they crossed picket lines, and offering employment agencies a "bounty" to attract casual workers.

The Post Office denied the allegations last night, describing them as "unsubstantiated, inflammatory, pure rumour and untrue".

Mr Bill Cockburn, managing director of Royal Mail Letters, called on the union to "respond to the mood of the nation" and return to work.

The Prime Minister and her colleagues are showing signs of growing impatience with postal workers and have al-

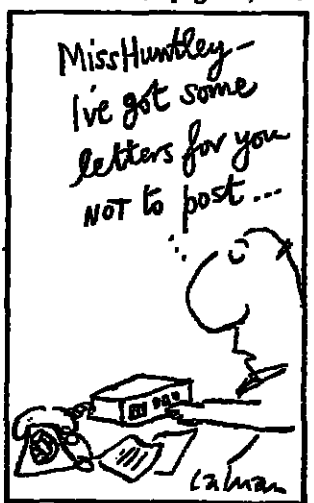
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ready warned them that the monopoly is not sacrosanct.

A temporary suspension is likely to increase pressure for legislation to break up the monopoly permanently.

Mr Newton needs the agreement of the Joint Committee on Statutory Instruments for an emergency suspension. Although the committee usually requires 21 days' notice, it can give approval for a temporary order under Section 69 of the 1981 British Telecom Act to be made within 24 hours.

Continued on page 24, col 3



## TUC rejects work training programme

By Tim Jones  
Employment Affairs  
Correspondent

The TUC was last night on a collision course with the Government after delegates in Bournemouth voted overwhelmingly to reject the £1.5 billion employment training scheme despite a personal plea from Mr Neil Kinnock, the Labour Party leader that they should give it their support.

The decision was condemned by Mr Norman Fowler, Secretary of State for Employment, as "deplorable". He said it was a blow against the long-term unemployed in Britain and meant that the TUC was now committed to a

campaign "to try to deny unemployed people the opportunity to train for a job".

The decision was another dent in Mr Kinnock's relationship with the Transport and General Workers' Union, whose votes could determine

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if Mr Roy Hattersley remains deputy leader of the Labour Party on the so-called "dream ticket".

The conference voted by a majority of more than 3 million to withdraw support "forthwith" from the scheme, launched last week, which is designed to provide training

for 600,000 long-term unemployed a year.

Mr Fowler said: "I should add that today's decision by the TUC is a direct rebuff to the leader of the Labour Party. Tragically, his expression of support for employment training came too late."

Mr Ron Todd, general secretary of the TGWU, claimed that the Government was through the scheme, seeking a hole to hide 500,000 unemployed before the next election. "I for one will not help them to dig that hole," he said. None of the guarantees the TUC had sought had been delivered.

But the complex voting on the scheme left the 1,000

delegates in total confusion with each side claiming victory, for the same motion - carried by 6,023,000 to 2,751,000 - called on the scheme to be phased out over two years to save thousands of jobs.

Some union leaders said the movement was now wide open to the charge that it was turning its back on the unemployed, but Mr Todd was unequivocal after the debate that he would personally resist any move to provide a two-year period of grace.

Mr Norman Willis, the TUC general secretary, who had argued for conditional acceptance of the scheme, will now mount a "damage limita-

tion exercise" by seeking an urgent meeting with Mr Fowler, who has made it clear that the scheme, the biggest in Europe, will go ahead with or without union support.

Mr Fowler has made it clear on several occasions that he would "review" the representation of the unions on the Training Commission if they rejected the scheme.

Mr Kinnock, speaking in Glasgow, sought to play down the result, claiming it gave the unions "an excellent negotiating position".

But as he accepted in advance, the rejection of his last-ditch appeal to the TUC was another blow to his authority.

## London as hot as Tenerife

By Ruth Gledhill

The country is set fair for an Indian summer, weathermen said yesterday, as England, Wales and most of Scotland sweltered in the third hottest day of the year so far.

Only the end of Cows week was hotter, with temperatures at 28.6C (84F) on August 6 and 28.1 (83F) on August 7. London was yesterday as hot as Tenerife and Las Palmas, nearly as hot as Rhodes and hotter than Madeira, Frankfurt, Athens and Paris.

High pressure over the North Sea pushed yesterday's temperatures in London, West and North Wales, North Devon and North Lancashire up to 26C (79F).

The London Weather Centre predicted a slight cooling from tomorrow.

Two exceptions from the fine weather were Belfast and the Western Isles of Scotland. Weather, page 24

## Palumbo to head the Arts Council

By Andrew Billen

The Government yesterday ended months of speculation and announced that Mr Peter Palumbo, the property developer, is to succeed Lord Rees-Mogg as chairman of the Arts Council in April.

Mr Palumbo said yesterday that he believed the arts had a crucial role to play in Britain in the next decade and that he would be looking to build a long-term strategy to take the arts into the next millennium. He added: "My view is that the arts must go forward through a partnership between private and public sectors. Exactly what that ratio should be must be determined in each individual case."

Mr Palumbo is a private collector of modern art and an ardent admirer of Mies van der Rohe, the architect whose office block Mr Palumbo was prevented from building in the City of London.

He was forced to resign as chairman designate of the

Tate Gallery four years ago after he criticized Sir Alan Bowness, the director at the time, in a newspaper interview.

In recent months, he fought to persuade persuade Baron Thyssen-Bornemisza to house his art collection in Britain.

Mr Palumbo is not thought to have been the Government's first choice and it is

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known that several other candidates, including Lord Carrington, were sounded out but were not interested.

The appointment met a mixed reception from the arts world. Mr Simon Crine, director of the National Campaign for the Arts, said: "He has got everything to prove that he is the right choice for the job. His experience does not begin to compare with Lord Rees-Mogg's."

## Piper Alpha tomb of 120 is located

By Kerry Gill

The huge accommodation module believed to be the tomb of about 120 of the men killed in the Piper Alpha oil platform disaster has been found in one piece by divers.

The module, which is four-storeys high, and which weighs more than 1,100 tonnes, will be lifted from the sea bed by a specially-constructed frame.

It will then be towed 125 miles to Orkney with the bodies inside and will be located at the Flotta oil terminal, the owner company, Occidental UK, announced yesterday.

Once it is in the relatively calm waters of Scaup Flow, the module will be searched for bodies.

Occidental said it was expected that the last, grim, voyage for the men would be at the end of this month and would take at least a week, depending on the weather.

Continued on page 24, col 6

## Brezhnev's years of 'living death' at the helm



A dazed-looking Brezhnev seeking re-election in 1980.

Moscow (Reuters) - The late Leonid Brezhnev suffered clinical death in January, 1976, but was revived and ruled the Soviet Union in a virtual daze for six more years, a Soviet historian revealed yesterday.

The historian, Mr Roy Medvedev, said Brezhnev was kept in power by corrupt officials in his entourage who knew they were safe while he remained President and General-Secretary of the Communist Party.

After his stroke in 1976, Mr Medvedev said in an article in the weekly Moscow News, "he gradually found it more and more difficult to carry out the most simple protocol functions and could no longer understand what was going on around him."

Brezhnev, who became party leader in 1964 after the ousting of Nikita Khrushchev, died in November, 1982. The period of his rule is now officially condemned as one of social and economic stagnation.

Mr Medvedev, who was expelled from the Communist Party under Brezhnev but has now emerged as a leading reformist historian, said the former Soviet leader was a "weak-willed man with a weak character... Many people in his entourage who were influential but totally wallowing in corruption needed Brezhnev to appear from time to time in public as at least a formal head of state. They literally led him around by the hand."

Brezhnev sought to avoid conflicts and was benevolent even towards col-

leagues and friends who were known to have embezzled state funds.

"For example, it took a great deal of time to have the long-serving party leader of Georgia, (Vasily) Mzhavanadze, removed, even though his greed and corruption had become legendary," Mr Medvedev said.

Mzhavanadze, who was retired on full pension in September, 1972, died last week at the age of 85. Brezhnev had managed to put in senior positions many people from the group he gathered around him when he worked in the Ukraine and Moldavia between the 1930s and 1950s.

Although many were now dead or removed, the historian added, "the Brezhnev 'team' still exists and that is clearly not the best component of the heritage its late leader left the party."

## YOU'LL TREASURE THE TRANQUILLITY OF La CELIMA



Below the spectacular white hilltop village of Casares, sheltered by the mountains of the Sierra Bermeja, just 12 kilometres from the coast is the secluded orchard valley of La Celima.

Serene and unspoiled, the pines and chestnut groves of La Celima are untouched by time and protected from mass development by their conservation area status.

In this idyllic setting, with spectacular views across the Mediterranean to the Atlas Mountains beyond, the Langdale Group plc are building a handful of traditionally designed finches with all the comfort and convenience of today. With over 2 acres of land, prices start at £115,000.

For all its peaceful seclusion, La Celima is far from remote. Restaurants, shops, golf courses and all the pleasures of the Marbella coast are within 30 minutes drive.

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NEWS ROUNDUP

## 'Loyalist' killed outside his shop

A prominent "loyalist" was shot dead yesterday outside his sweet shop in north Belfast, an apparent victim of a splinter group of the Irish National Liberation Army.

The Irish People's Liberation Organization said it shot Mr Billy Quee, aged 32, who was known to have strong links with the Ulster Defence Association. Witnesses said two men jumped from a car and shot him several times in the head and chest. He died before reaching hospital.

Police were last night questioning a man after a chase through the city.

Mr Quee, together with another leading UDA figure, Mr Jim Craig, and Mr David Fee, had been accused of involvement in building site protection racket. But 33 charges were withdrawn midway through a preliminary hearing. He has made other court appearances with "loyalist" leaders.

Mr Quee had five children and lived close to the Shankill Road.

## New voice for police

A woman has been elected secretary of the Police Federation for the first time in the 70-year history of the organization which represents 120,000 officers up to the rank of chief inspector. Inspector Vee Nield, a member of the West Midlands force, will take over from Mr Peter Tanner in November. She becomes the federation's senior negotiator on police pay and conditions joining Mr Alan Eastwood, a London police sergeant, who became the new chairman this summer.

## Homes plan rejected

An application to build new houses in Naunton, Gloucestershire, behind the home of Mr Nicholas Ridley, Secretary of State for the Environment, was rejected yesterday. The decision came amid reports that a public inquiry would be held next month into an earlier proposed development there. Mr Ridley, who coined the phrase Nimby ("not in my back yard") to describe those opposed to new housing, did not object to the latest application. However, he opposed others before becoming Secretary of State.

## Pollution denied

The North West Water Authority was yesterday cleared of two charges of polluting a Peak District river with sewage. Two more summonses were adjourned and will be heard at Bakewell, Derbyshire, on September 20. Derbyshire County Council issued the four summonses alleging that sewage effluent up to four times the permitted levels was discharged into the River Goyt from Whaley Bridge sewage works. It is the first time a local authority has taken legal action against a water authority. The authority denied all four charges of polluting the river, a tributary of the Mersey.

## Dartmoor dispute

Prison officers at Dartmoor yesterday voted to take industrial action, bringing to nine the number of jails affected by disputes. Striking prison officers from Holloway, London, yesterday sought more details of a peace formula intended to form a basis for a return to work. They will be considered today. Action is continuing at Liverpool, Manchester, Norwich, Wandsworth, Wormwood Scrubs and Parkhurst. Officers at Preston and Dartmoor have voted to take action but the form has yet to be decided.

## M54 samaritan fined

A woman who stopped on a motorway slip road in the Midlands to help a stranded fellow motorist intends to complain to the police authority about a spot fine of £24. Mrs Cheryl Millward, aged 43, of Wolverhampton, was fined after she stopped on the M54 to help Mrs Susan Wellings. Mrs Wellings said she and her son, aged one, were left alone for three-quarters of an hour while they waited for an RAC patrol. Staffordshire traffic police said the police patrol waited at the spot until the RAC rescue unit arrived. Both women denied that.

## Bullion case jury out

The 11 jurors in a £2 million gold bullion trial were last night sent to a hotel. The jury had retired to consider verdicts on nine men accused of a massive VAT fraud and smuggling in scrap gold worth £2 million. The alleged fraud was said to have taken place over seven years. The seven-month trial at Southwark Crown Court, south-east London, has cost more than £1 million and involved some 400 witness statements. The jury was reduced to 11 when one member became ill.

## Labour 'being undermined by internal critics'

By Philip Webster  
Chief Political Correspondent

A leading union official and architect of Labour's policy review yesterday accused the party of undermining its elected leaders with a "constant dripfeed" of internal criticism.

Mr Neil Kinnock, the shadow cabinet and the national executive committee deserved a greater degree of loyalty than they had been shown over the past year, according to Mr Tom Sawyer, chairman of Labour's key home policy committee and overall co-ordinator of the seven policy groups, soon to start the second phase of their work.

Mr Sawyer, the deputy general secretary of the National Union of Public Employees, admitted that he was frustrated by the practice of the senior figures from all sections of the party attacking the people they had themselves put into positions of

power. It was having a "debilitating" effect on the leadership, he told *The Times*.

It was reinforcing the electorate's lack of confidence in the Labour Party and made the work of the policy reviewers, who are drawn from the shadow cabinet and the NEC, more difficult.

The very people who criticized the leadership for weakness were themselves the main weakening influence because of their constant carping and criticism, Mr Sawyer said.

Mr Sawyer, who rarely speaks out on internal Labour affairs, made plain that his remarks were directed at both left and right of the party. They reflect the views of Mr Kinnock who has often complained about party figures feeding ammunition to its opponents.

Mr Sawyer said that one of the "peculiarities" of the modern Labour Party was the lack of solidarity it

displayed towards its elected leaders. He contrasted that with what he said was the generally high degree of support shown by trade unions to their leaders. "By and large union leaders, once they have been elected, can count on the support of their members and are allowed to get on with the job of running their unions", he said.

"Neil Kinnock has been elected by the whole movement through the electoral college. The national executive is elected by the conference. The shadow cabinet is elected by the parliamentary party. Everyone at the Labour conference has a say in one or other of these elections."

"Once you have done that you have got to give them support in their attempts to provide leadership. But we do not do that. The moment they are in place people start undermining their leadership. But we have got to

have basic loyalty to the leadership." Mr Sawyer said that Mr Kinnock was the leading advocate of change within the party, and always spelt out clearly why he believed the party needed to adapt its appeal to the realities of the 1990s. But his message had been deliberately distorted by some of their own ends to suggest that Mr Kinnock was determined to ditch socialist values.

Replying to the criticism that the first stage of the review had not allowed sufficient involvement for the grassroots, Mr Sawyer said the second stage would be more participatory.

Mr Sawyer and Mr Larry Whitty, Labour's general secretary, are shortly to have talks with union leaders to discuss union participation. Mr Sawyer said it was always going to be difficult in such a large and diverse movement to conduct such a wide-ranging review.

## Kinnock unveils stand on Europe

By Robin Oakley  
Political Editor

Mr Neil Kinnock risked party dissension yesterday by urging Labour to accept the Single European Market, due to be implemented in 1992.

The Labour leader called for the free market implications of 1992 to be tempered by much more European-wide social concern, with increased health and safety legislation, more help for disadvantaged regions, anti-trust moves to resist mergers and monopolies and a new concern for the environment.

He also demanded fundamental reform of the Common Agricultural Policy.

His speech in Glasgow to the Socialist Group in the European Parliament amounted to a Labour manifesto for next year's Euro-elections.

Mr Kinnock called on Socialists to be challenged, not daunted, by the Single European Market, urging them, as he urged trades unionists over Employment Training on Tuesday, to work for change from the inside.

He said: "If the Single Market was to mean nothing other than a big finance free-for-all it would be a social, industrial and environmental catastrophe."

"If 1992 is focused purely upon the free movement of goods, capital and labour, it will actually create the free movement of poverty, unemployment and depression."

The Labour leader said that if Socialists did not participate, Western Europe would be dominated by market power.

He called for the Single European Market to be accompanied by a co-ordinated growth strategy.

The EEC should pay regard to the social upheaval caused by migration towards the centre of Europe, the difficulty small businesses had in raising capital in peripheral areas, and the disruption of investment, research and training by the intensification of mergers and takeovers.

In his first significant pronouncement on the Single Market, Mr Kinnock urged local authorities, businesses, trades unions, churches and others to establish committees "to promote and protect the diverse interests of the different parts of Britain before and after 1992."

On the Euro-elections, Mr Kinnock said Labour would campaign with "representatives committed to building with you an invigorated, socially just and economically developing Community."

Labour did not agree with all 300 of the 1992 proposals although it regarded many of them as sensible measures to remove unnecessary obstacles to the movement of goods, capital and people across borders. Any cost savings obtained must be devoted to economic expansion.

A big switch in sovereignty from Westminster to Brussels was proposed yesterday by the Social and Liberal Democrats in an attempt to create a united Europe.

Power would shift from the parliaments of the 12 member countries enabling the size and importance of national ministries to be reduced.

## Unions split over deal to end strikes by teachers

By Nicholas Wood, Political Correspondent

A bitter inter-union dispute has broken out over a move by the National Union of Teachers to establish statutory pay bargaining designed to eliminate school strikes.

The proposals, disclosed in *The Times* yesterday and interpreted in some quarters as verging on a no-strike deal, are to be put to Mr Kenneth Baker, the Secretary of State for Education and Science, on September 23 by Mr Doug McAvoy, the NUT general secretary designate.

Mr Baker said he was interested in hearing what the NUT had to say, but refrained from further comment until he has met its leaders.

The union's plans were denounced by Mr Fred Smithies, general secretary of the National Association of Schoolmasters/Union of Women Teachers, and attacked by left wingers in the NUT.

Mr Smithies described Mr McAvoy's proposals as "inert" and accused him of seeking to offer Mr Baker an "easy way out" when he was under growing pressure to restore teachers' negotiating rights.

"If he wants to achieve an understanding with Mr Baker on the basis of an unwritten promise of no-strikes, I would certainly have no part of it."

"He seems to be giving a very broad and obvious hint to the effect that the NUT, so far as he can influence it, will not plan to take any strike action. I think that is an inept thing for a trade union leader to do because if negotiations get tough it is the only serious

pressure a trade union can bring to bear."

Mr Bernard Regan, a left-wing member of the NUT executive, said he opposed anything restricting the right to strike and predicted that Mr McAvoy's proposal would be rejected by its conference.

Mr McAvoy said in response that he was not offering the Government a formal no-strike deal, although he did believe it was possible to devise procedures that would eliminate strikes.

Mr McAvoy wants the Government to replace the interim advisory committee on teachers' pay with a statutory national joint negotiating committee covering pay and conditions, underpinned by legally binding arbitration in the event of breakdown.

During the period of talks, so long as the procedures were followed and the agreed timetable was adhered to, the unions would be legally bound not to take disruptive action.

## Aldrin urges more British space effort

London (AP) — Former astronaut Mr Edwin "Buzz" Aldrin, the second man to walk on the moon, says he regrets the United States has fallen behind in the space race and believes Britain should be doing more in space.

"I think it's pretty clear that we have let lapse the space technology that we had built up," Mr Aldrin, now a science consultant, said at the Farnborough Air Show.

## Small dent in postal strike



By Peter Mulligan

Penny Armstrong, who has driven more than 200 miles, denied her car and taken time off work in an effort to overcome the postal dispute and secure a polytechnic place, exchanges rueful words with Mr Tony Higgins, chief executive of the Polytechnic Central Admissions System.

Miss Armstrong, aged 19, wants to transfer from Bristol University, where she has been studying sociology, to Oxford Polytechnic to study publishing. She drove to Oxford from Bristol on Monday to see if she could gain a place, taking time off work to do so. But first

she had to drive to Cheltenham to collect a form from the Polytechnic Central Admissions System and then on to Stroud, Gloucestershire, for a reference from her former school. She was on her way back to Cheltenham to deliver the form when she scraped her car.

● Candidates wishing to ask the Universities Central Council on Admissions to fill in their forms by proxy should call 0242 222460 between 9am and 5pm. Clearing vacancy information is available on a 24-hour service on 0272 217 244 and is published regularly in *The Times* in association with the Midland Bank.

## How the country is coping

Organizations across the country yesterday announced their plans for coping during the postal strike:

### Household bills

British Telecom, gas, electricity and water authorities said yesterday they appreciated the problems of people who had cheques caught in the logjam, but advised other customers to pay directly through a bank.

Only persistent non-payers faced the prospect of being cut off.

Banks advised people paid by cheque to contact their local manager who could arrange duplicate payments or an overdraft facility.

Credit card holders were told that, if they had a cheque in the post, to cancel it and make payments through a bank.

### Medicine

Hospitals are setting up contingency plans to notify people of outpatient appointments. The West Cornwall Hospital, Penzance, has asked the local radio to advise patients to contact their GPs to find out when they should attend clinics.

Some family practitioners

committees have delayed call and recall notifications for cervical cytology. The results of smears could be delayed, although most said that if there was any abnormality the doctors would telephone the patient.

Blood Transfusion Centres said they could shortly run out of blood supplies because the strike meant that people were not informed of donor sessions.

### Travel

People due to go abroad imminently who are awaiting passports should immediately contact the office to which they had made the application. "We have introduced emergency procedures for issuing passports and will do everything possible to see people are able to travel", the Home Office said.

The Association of British Travel Agents introduced a special delivery service yesterday to 55 regional centres.

### Motoring

Management and unions at the Driver and Vehicle Licensing Centre were meeting to decide what, if anything, could be done about the million items of motorists' mail normally received each week. Motorists and householders were also warned yesterday to check their insurance policies to see if they

received each week. Motorists and householders were also warned yesterday to check their insurance policies to see if they

### Courts

Court summonses, witness and jury service notifications are all sent through the post, but the Lord Chancellor's Office said that so far the strikes have not halted cases because the department works weeks in advance.

The Association of Chief Police Officers may set up regional collecting points for groups of forces and then send the mail, most especially fingerprint records, on by police vehicle or use private carriers.

The Yard's fixed penalty office handles millions of parking fines and summonses by post. Fifty-six days are allowed for replies.

### Animals

Pet shop owners said thousands of animals sent through the post are facing death because of the strike. "We have 36 tarantulas stuck in the post, and two thousand crickets and locusts", Mr Mark Chapman, who owns a pet shop in Cardiff, said.

## Vietnamese envoy faces expulsion

By Andrew McEwen and Nicolas Beeston

The Government will expel a Vietnamese diplomat who brandished a handgun in a London street unless the weapon is handed over, diplomatic immunity waived, and an explanation given by today.

Mr Timothy Eggar, Under-Secretary of State at the Foreign Office, summoned Mr Tran Van Hung, the Vietnamese Ambassador, to receive a dressing down. He said he held the ambassador "personally responsible" for the incident in which a member of his staff was seen outside the embassy with a gun during a demonstration.

Mr Eggar said he had received a police report on the incident, which happened on Sunday. He showed the ambassador two photographs of Mr Khang Than Nhan, a third secretary, holding the firearm.

The minister said he must insist on the surrender of the weapon and on any others in the embassy and on an explanation as to how it came into the diplomat's possession.

He also demanded that Mr Khang's diplomatic immunity be waived to allow the police to interview him. He said failure to meet these demands

would have "the gravest consequences" and he set a deadline of 4.30pm today.

After the meeting the ambassador said: "We are ready to co-operate with the Foreign Office to come to some conclusion." He declined to say whether he was prepared to lift the junior diplomat's immunity.

He also declined to comment, when asked, if the weapon would be handed over. Asked to confirm or deny that the diplomat had brandished the gun, Mr Tran said: "We don't say those things."

Whitehall sources indicated that it was likely that Mr Khang would be expelled unless all Mr Eggar's demands were met.

Eyewitnesses said Mr Khang emerged from the embassy on Sunday, Vietnam's Independence Day, and drew an automatic pistol from under his jacket. He pointed it at a small crowd of anti-government protesters.

A protester took a photograph of the incident and distributed it to newspapers. A copy was given to Scotland Yard's Diplomatic Protection Group and the Foreign Office.

## PLEASE HELP BANGLADESH BEFORE ALL HOPE IS WASHED AWAY

The flood which devastated Bangladesh last week has washed away the homes and livelihoods of millions.

Upwards of a thousand may already be dead, and unless fresh water and food supplies are provided quickly, the next threat of serious disease will wash away the hopes of thousands more.

World Vision can rush supplies to the danger areas. We have teams of workers on the spot.

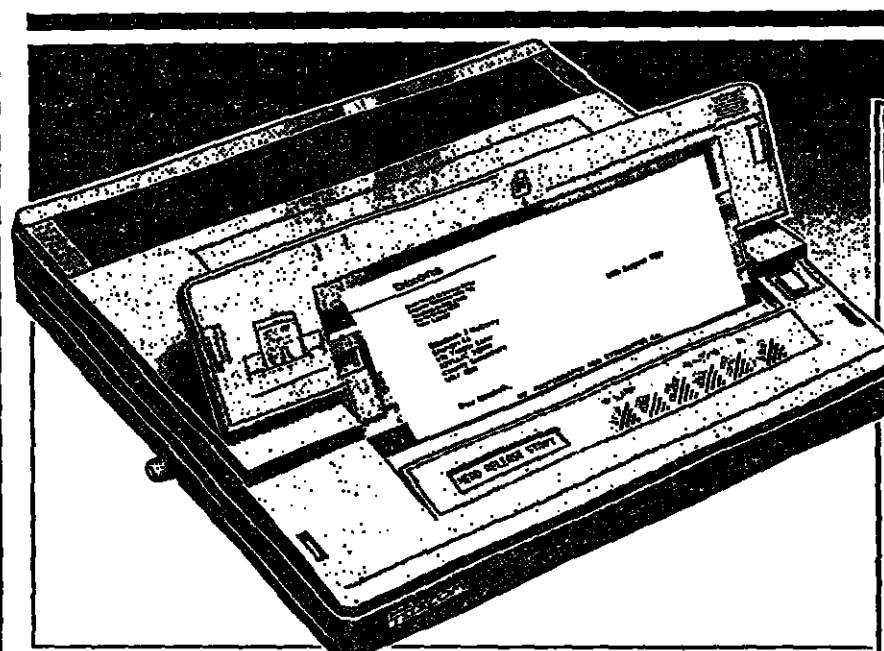
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**By Stewart Tendler, Crime Reporter**

"This causes considerable hardship and misery and brings disrepute to the country, especially London." He told Freeman, who was on bail for pickpocketing when he and

British Transport Police believe that at least 50 skilled pickpockets are working the busy stations and carriages of the London Underground rail-

The pickpockets operate by monitoring stations which they know tourists use. In one recent incident a woman travelled with £8,000 hidden in a camera case. The thieves took the case and found the money.

**By Mark Ellis**

Customs investigators spent two days searching the Salton Sea before they discovered compartments welded between the hull and water tanks on either side on Tuesday. Spy holes had to be bored into the almost inaccessible tanks and yesterday cutting gear was used to open the ship's bulk-

The search of the 190-tonne ship is expected to take at least another two weeks to complete. The captain and seven crew of the ship, two of whom are Dutch, are being held at an undisclosed address for questioning. Customs officers

French Customs fired a shot across the bow of the ship. She was eventually boarded by British Customs officers off the Kent coast and escorted to Ramsgate.

**By Andrew Billen**

Mr. Palumbo said yesterday: "That was another day, another time. I hope we (at the Arts Council) are going to have a very pleasant honeymoon."

**Mr Peter Palumbo: Believer in private patronage of the arts (Photograph: Mark Pepper).**

**24-hour**

## TV from

# October

## Librarian to friends

It was after the body had been returned to England that Mr Smith's family revealed his head was missing. German police said they had given permission for it to be cut off so further tests could be carried out if necessary.

The inquest was adjourned to await police reports from West Germany.

## thought girl expensive?

**By Richard Evans, Media Editor**

It is little more than a year since the first independent television company started

"In considering the plans submitted, the IBA looked closely at the variety and range of output, taking into ac-

The Government is expected to announce a separate night-time franchise in its broadcasting White Paper, to be published later this year.

He denies murdering Mrs Janet Derrain, aged 31, a social worker said by the prosecution to have been

Mr Pilgrim said he visited Mrs Demail on the morning she died but she was all right when he left. The trial continues today.

**By Douglas Broom, Education Reporter**

# World's

Mr Kenneth Baker, the Secretary of State for Education, turned down a request in July to publish the report in full under Parliamentary privilege, saying that the inquiry team had not given witnesses a fair chance to answer allegations.

However, Mr Macdonald

Mr Macdonald said yesterday: "We have not heard anything from the council so we have decided to go ahead."

Ahmed Ullah died when he went to the aid of younger Asian pupils who were being bullied.

Council's education committee, said: "The council's view remains the same, that the document ought to be published, but not if the

**By David Nicholson Lord**

Thomson's takeover of Horizon, giving it 40 per cent of

1000

Kwa lugha ya

1998, 1999, 2000, 2001, 2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023, 2024, 2025, 2026, 2027, 2028, 2029, 2030, 2031, 2032, 2033, 2034, 2035, 2036, 2037, 2038, 2039, 2040, 2041, 2042, 2043, 2044, 2045, 2046, 2047, 2048, 2049, 2050, 2051, 2052, 2053, 2054, 2055, 2056, 2057, 2058, 2059, 2060, 2061, 2062, 2063, 2064, 2065, 2066, 2067, 2068, 2069, 2070, 2071, 2072, 2073, 2074, 2075, 2076, 2077, 2078, 2079, 2080, 2081, 2082, 2083, 2084, 2085, 2086, 2087, 2088, 2089, 2090, 2091, 2092, 2093, 2094, 2095, 2096, 2097, 2098, 2099, 2100, 2101, 2102, 2103, 2104, 2105, 2106, 2107, 2108, 2109, 2110, 2111, 2112, 2113, 2114, 2115, 2116, 2117, 2118, 2119, 2120, 2121, 2122, 2123, 2124, 2125, 2126, 2127, 2128, 2129, 2130, 2131, 2132, 2133, 2134, 2135, 2136, 2137, 2138, 2139, 2140, 2141, 2142, 2143, 2144, 2145, 2146, 2147, 2148, 2149, 2150, 2151, 2152, 2153, 2154, 2155, 2156, 2157, 2158, 2159, 2160, 2161, 2162, 2163, 2164, 2165, 2166, 2167, 2168, 2169, 2170, 2171, 2172, 2173, 2174, 2175, 2176, 2177, 2178, 2179, 2180, 2181, 2182, 2183, 2184, 2185, 2186, 2187, 2188, 2189, 2190, 2191, 2192, 2193, 2194, 2195, 2196, 2197, 2198, 2199, 2200, 2201, 2202, 2203, 2204, 2205, 2206, 2207, 2208, 2209, 2210, 2211, 2212, 2213, 2214, 2215, 2216, 2217, 2218, 2219, 2220, 2221, 2222, 2223, 2224, 2225, 2226, 2227, 2228, 2229, 2230, 2231, 2232, 2233, 2234, 2235, 2236, 2237, 2238, 2239, 2240, 2241, 2242, 2243, 2244, 2245, 2246, 2247, 2248, 2249, 2250, 2251, 2252, 2253, 2254, 2255, 2256, 2257, 2258, 2259, 2260, 2261, 2262, 2263, 2264, 2265, 2266, 2267, 2268, 2269, 2270, 2271, 2272, 2273, 2274, 2275, 2276, 2277, 2278, 2279, 2280, 2281, 2282, 2283, 2284, 2285, 2286, 2287, 2288, 2289, 2290, 2291, 2292, 2293, 2294, 2295, 2296, 2297, 2298, 2299, 2300, 2301, 2302, 2303, 2304, 2305, 2306, 2307, 2308, 2309, 2310, 2311, 2312, 2313, 2314, 2315, 2316, 2317, 2318, 2319, 2320, 2321, 2322, 2323, 2324, 2325, 2326, 2327, 2328, 2329, 2330, 2331, 2332, 2333, 2334, 2335, 2336, 2337, 2338, 2339, 2340, 2341, 2342, 2343, 2344, 2345, 2346, 2347, 2348, 2349, 2350, 2351, 2352, 2353, 2354, 2355, 2356, 2357, 2358, 2359, 2360, 2361, 2362, 2363, 2364, 2365, 2366, 2367, 2368, 2369, 2370, 2371, 2372, 2373, 2374, 2375, 2376, 2377, 2378, 2379, 2380, 2381, 2382, 2383, 2384, 2385, 2386, 2387, 2388, 2389, 2390, 2391, 2392, 2393, 2394, 2395, 2396, 2397, 2398, 2399, 2400, 2401, 2402, 2403, 2404, 2405, 2406, 2407, 2408, 2409, 2410, 2411, 2412, 2413, 2414, 2415, 2416, 2417, 2418, 2419, 2420, 2421, 2422, 2423, 2424, 2425, 2426, 2427, 2428, 2429, 2430, 2431, 2432, 2433, 2434, 2435, 2436, 2437, 2438, 2439, 2440, 2441, 2442, 2443, 2444, 2445, 2446, 2447, 2448, 2449, 2450, 2451, 2452, 2453, 2454, 2455, 2456, 2457, 2458, 2459, 2460, 2461, 2462, 2463, 2464, 2465, 2466, 2467, 2468, 2469, 2470, 2471, 2472, 2473, 2474, 2475, 2476, 2477, 2478, 2479, 2480, 2481, 2482, 2483, 2484, 2485, 2486, 2487, 2488, 2489, 2490, 2491, 2492, 2493, 2494, 2495, 2496, 2497, 2498, 2499, 2500, 2501, 2502, 2503, 2504, 2505, 2506, 2507, 2508, 2509, 2510, 2511, 2512, 2513, 2514, 2515, 2516, 2517, 2518, 2519, 2520, 2521, 2522, 2523, 2524, 2525, 2526, 2527, 2528, 2529, 2530, 2531, 2532, 2533, 2534, 2535, 2536, 2537, 2538, 2539, 2540, 2541, 2542, 2543, 2544, 2545, 2546, 2547, 2548, 2549, 2550, 2551, 2552, 2553, 2554, 2555, 2556, 2557, 2558, 2559, 2560, 2561, 2562, 2563, 2564, 2565, 2566, 2567, 2568, 2569, 2570, 2571, 2572, 2573, 2574, 2575, 2576, 2577, 2578, 2579, 2580, 2581, 2582, 2583, 2584, 2585, 2586, 2587, 2588, 2589, 2590, 2591, 2592, 2593, 2594, 2595, 2596, 2597, 2598, 2599, 2600, 2601, 2602, 2603, 2604, 2605, 2606, 2607, 2608, 2609, 2610, 2611, 2612, 2613, 2614, 2615, 2616, 2617, 2618, 2619, 2620, 2621, 2622, 2623, 2624, 2625, 2626, 2627, 2628, 2629, 2630, 2631, 2632, 2633, 2634, 2635, 2636, 2637, 2638, 2639, 2640, 2641, 2642, 2643, 2644, 2645, 2646, 2647, 2648, 2649, 2650, 2651, 2652, 2653, 2654, 2655, 2656, 2657, 2658, 2659, 2660, 2661, 2662, 2663, 2664, 2665, 2666, 2667, 2668, 2669, 2670, 2671, 2672, 2673, 2674, 2675, 2676, 2677, 2678, 2679, 26

vote ANZ ni ben

**By Robert Matthews, Technology Correspondent**

They have the ability to form themselves into three-dimensional structures almost impossible to construct, using conventional materials.

polyacetylene. But tests demonstrated its ability to amplify electric signals comparable to those from conventional transistors and the team is confident its properties can be greatly improved.

Dr Friend also praised BP for funding the Cambridge research for three years "on the basis of an idea I had which was not proven".

air and at airports before next summer (Rodney Cowton writes).

Mr Channon said the private conference on November

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## TUC CONFERENCE

## Unions vote to boycott training

Against the urging of the general council, the TUC voted to boycott the Government's employment training scheme in a series of card votes at its annual conference in Bournemouth yesterday.

A call for the immediate withdrawal of TUC support for the scheme and for a policy of non-cooperation was carried by a proportion of two to one, despite warnings from speakers that the Government would gain a propaganda victory from such a course.

The debate was opened by Mr Fred Jarvis, chairman of the TUC General Council's education and training committee, who defended the council's decision to participate in the programme.

He said that it was just not true to say that the Government had failed to meet any of the requirements of the TUC in planning employment training.

Comparison of the present scheme with what had been planned showed that the TUC had achieved, especially, the assurance that it would be voluntary. Of course, it still had shortcomings and the TUC would continue to press for improvements.

There were no important differences of view about what needed to be done to make the programme the kind the TUC wanted to see, just as there were no differences on the need for a comprehensive training programme or condemnation of the gross failure of Government and employers.

"The key issue is how to get the improvements we want. That is the issue my committee and the general council have had to face and that is the issue Congress has to face now."

"We have to ask ourselves whether we have more chance of helping the long-term unemployed by staying in the Training Commission and pressing for improvements, or do we help them by boycotting the scheme, precipitating a situation where the Government is likely either to remove the TUC from the Training Commission or to wind the commission up and run the scheme without it."

"I do not suggest that those urging a boycott favour pulling out. But does anyone seriously think that, if this Congress repudiates what we have done, Fowler [Mr Norman Fowler, Secretary of State for Employment] will simply sit back and do nothing?"

"His speeches do not suggest that. He is not likely to say that there is no point in having the TUC on the Training Commission when it will have nothing to do with the main work the commission is carrying out."

"The general council take the view that we must press for improvements and do that by staying in the commission; that boycotting is not the way forward."

In the past, the TUC had been urged to boycott the Youth

## EMPLOYMENT

Training Scheme and the Community Programme by those who now wanted to keep the Community Programme.

"Everyone should recognize the magnitude of the choice. Was it in the best interests of the movement to take a decision that the Government with its unambiguous propaganda techniques would seek to misrepresent to the public as a sign that the trade unions did not care about the needs of the long-term unemployed?"

Later, the congress would discuss increased participation in tripartite bodies in Brussels. How would that appear if it decided now to end participation in the most important tripartite body in Britain in which it was still represented?

Supporting the general council's decision did not mean that the movement identified with or accepted responsibility for the defects of employment training, but it did give the TUC its best chance of securing those changes which all agreed must be made.

## Vote results

The results of the series of card votes on training were:

Amendment to composite motion 9 (the amendment calling for the general council to withdraw its support from employment training):

For, 4,577,000;  
Against, 4,208,000;  
Majority in favour, 369,000.

Composite motion as amended:

For, 4,577,000;  
Against, 4,042,000;  
Majority in favour, 535,000.

Composite motion 9 carried as amended.

Amendment to motion 52 (the amendment endorsing the general council's decision to give conditional support to employment training as long as such training remained voluntary):

For, 4,678,000;  
Against, 4,666,000;  
Majority against, 588,000.

Motion 52 (instructing the general council to withdraw support from employment training and to institute a policy of non-cooperation):

For, 6,023,000;  
Against, 2,751,000;  
Majority in favour, 3,272,000.

Mr Charles Kelly, Union of Construction, Allied Trades and Technicians, moved the composite motion accepting that a properly funded employment training programme could play a part in dealing with skill shortages, but only as part of a broader strategy for adult training. It also called on the TUC to pursue negotiations with employers through the Training Commission to secure improvements.

The debate, which he described as probably the most important of the week, was how to respond to the Government's employment training programme. It was essential that the

trade union movement took the right decision.

"We are not just talking to ourselves, we are talking to all of our members and to the unemployed as well. This debate is about our members' jobs and about the future of those hundreds and thousands of unemployed men and women who are on the dole."

The press and the Government had been trying to split the union movement, but the various positions taken had much in common.

"It is the trade unions, collectively and individually, and not the Government, who have been arguing that training should have a political priority."

All could agree that the Government's scheme was not at the moment capable of solving the skills gap. It was grossly underfunded.

The scheme was badly planned and it was by no means clear that all the places would be filled; neither had training been matched to the areas of the economy where it was most needed.

Some argued that the TUC should refuse to co-operate with the scheme and that the unions should boycott it. But that had to be thought through.

Many unions had members on the Community Programme who would transfer to the scheme. What would a boycott mean to them? Were they to be asked to give up their jobs because the TUC was unhappy about the scheme?

Were negotiated schemes to be abandoned with the thousands of men and women on them?

Mr Bill Jordan, president of the Amalgamated Engineering Union, seconded the composite motion, told delegates: "If today Congress votes to boycott employment training we will be doing a gross disservice to our members at work and those unemployed."

"We will be saying to the vast numbers of unemployed that the protection of our reputation is more important than their quick desperation. By opting out of the scheme, we will be abandoning people to the vagaries of unscrupulous employers and an uncaring Government."

"Unemployment remains at totally unacceptable levels. We have a responsibility to those people, many of whom are our own members."

"Are we to send out the message from this congress today that we are only interested in the members who have got jobs? That is what this debate is about."

Much was wrong with the Government's scheme, but the trade union representatives on the Training Commission had enabled it to develop far more than the Government wished. Commitments had been obtained that the scheme would remain voluntary and improved payments and allowances had been negotiated.

All the credit for that would



Mr Jarvis said that if unionists on the Training Commission had had the influence on the scheme suggested by Mr Jordan, "we would now all be on our way to Botany Bay in chains"

be thrown away by opting out, this would be the chance to build on it.

"Using our traditional role of negotiating for better working conditions and working conditions is not just our job - it is our duty. That is why we must remain in the Training Commission."

The TUC had no alternative to offer the unemployed: no training or jobs. The political posturing of those opposed to the programme would look even more absurd if the TUC pulled out.

"Therefore we cannot turn round and say that we, the trade union barons, decree that you out there cannot join this scheme."

"Our members' livelihoods depend on this scheme; must they give up their jobs for political expediency? When you back off from that, how do you

explain your double standards to the unemployed?"

Mr Ray Todd, general secretary, TGWU, moved an amendment to the composite motion to withdraw TUC support from the employment training scheme.

He had been a member of the Training Commission and denied the suggestion by Mr Norman Fowler that it had designed the scheme. It had merely been a damage-limitation exercise.

Mrs Thatcher intended to make employment training compulsory eventually and some said the best way to fight that was from inside. He did not agree with that view.

"We will not prevent Welfare by sitting in board meetings which are powerless and swamped by Government friends. We would be accomplices to the crime of coercion."

The scheme would not become compulsory if there were not enough places available to force people into it.

The scheme was about lack of choice and about putting the unemployed into low-paid, low-skilled placements and threatening permanent jobs. The TUC was being used to give credibility to a bankrupt scheme that had nothing to do with the TUC's concept of training.

"The truth is that the Government is looking for a hole in which to hide two and a half million unemployed and remove them from the unemployment register before the next election."

Union representatives had had no influence on the scheme. If they had had the influence that Mr Jordan suggested, they would now all be on their way to Botany Bay in chains.

The employment training

## Poll tax fight, but 'within the law'

## TAXATION

A motion confining TUC opposition to the poll tax within the law was given the go-ahead by the National and Local Government Officers' Association, said.

After the budget gateway to the better off of the scene was again set for the rich to steal from the poor through the poll tax.

The fact that the Government had passed a law to levy the tax did not make it morally right.

"Many times in the past we in the movement have struggled against unjust laws and this law must also be opposed."

Unfortunately the motion placed restraints on opposition. It was premature to commit the movement now to confine its opposition to activities within the law.

Nalga had no wish to engage in illegal activities, but should the need arise the poll tax must be opposed by every means available "even if we do have to go outside the law".

However, his union believed that a unified opposition to the poll tax was even more essential, and for that reason Nalga fully supported the motion.

The motion was moved by Mr Garfield Davies, secretary of the Union of Shop, Distributive and Allied Workers.

It called on the general council to take a leading role in stimulating mass opposition to the tax; to organize a national rally and lobby of Parliament; and support individual union campaigns and local campaigns "operating within the law".

The congress gave its fullest support to "every legal effort" to prevent the introduction of the poll tax and to get it repealed.

Mr Davies said that the tax was cruel, unfair and unjust. The last attempt to introduce the poll tax had been defeated by the Peasants Revolt.

"If the peasants in the fourteenth century could prevent the poll tax being introduced, then we in the twentieth century must be able to do the same ourselves."

Mr John Ellis, Civil and Public Staffs' Association, said that at one stroke the poll tax would hit every disadvantaged group in society. It was a Conservative dream policy.

It amounted to a massive, systematic shift of resources from the disadvantaged to those who already had more than enough.

For every person who gained, two or three would lose. It was the "rip-off" of the century.

Mr W. Burke, Transport and General Workers' Association, said that the poll tax would not be defeated by public opinion alone.

It would require a mass campaign in every housing estate, factory, workplace, church and hospital.

The Stop It campaign in Scotland had been effective up to a point, but a campaign throughout the length and breadth of the land would need co-ordination.

At present, there were a number of groups campaigning on different aspects of the poll tax.

With so many factions involved the impact of the campaign was being lost.

Mr John Madden, general secretary of the National Association of Licensed House Managers, said that one of the unfairnesses of the new tax was that public house managers living on the premises and who owned a house elsewhere would pay the community charge on both, so they would be taxed twice.

Mrs Ann McGuire, GMB, said that Government was proposing a Sheriff of Nottingham, taking from those who had not to allow those who had to have even more.

It was a policy without fiscal, political or moral credibility. The motion was agreed unanimously.

## Growth of inequality condemned

The Government claimed that people were now paying less tax, but try telling that to those caught in the poverty trap, Mr Alec Smith, general secretary of the National Union of Tailors and Garment Workers, said when proposing a motion expressing alarm at and condemnation of the growing trend of inequality in Britain since 1979.

There were women working part time whose pay had increased, after inflation, by a paltry 0.5 per cent a year since 1979.

The motion, which was agreed unanimously, also confirmed the TUC commitment to a minimum wage backed by law, its determination to strengthen the law on equal pay for work of equal value and its desire for a fairer tax and social security system to eliminate the poverty trap.

## Grocery-shop economy

Britain was now running a small-grocery-shop economy, Mr David Lambert, National Union of Hosiery and Knitwear Workers, said when proposing a motion calling on the TUC to discuss manufacturing industry with the Government and to alert the public to the dangers of further decline.

A grocery shop did not need to export, he said, it had no need for long-term investment or long-term skills, and its labour force was low-paid and often part-time. That summed up Mrs Thatcher's economic strategy.

The motion was agreed unanimously.

## Debates today

Delegates will be addressed this morning by M Jacques Delors, president of the European Commission, and then consider motions on the 1992 and 1993. Proceedings are due to start with debates on the Channel tunnel, the infrastructure that goes with it and fire safety in the tunnel. Later there will be debates on the privatization of electricity and of British Steel.

The afternoon will be dominated by debates on press ownership, press freedom and public service broadcasting. There will also be debates on repression in South Africa and action against apartheid.

## Profit-sharing report

## Workers favour share plans

By Roland Rudd, Employment Affairs Reporter

Share-ownership schemes are widely backed by trade unionists, who increasingly see them as a form of profit-sharing bonuses preferable to cash payments, according to a report published yesterday.

The Policy Studies Institute's report says that, given that management are not seeking a pay-off from their schemes, "surprisingly large proportions of employees did feel that share schemes influenced cost consciousness and provided an incentive to work efficiently".

Although women tend to prefer cash-based profit-sharing schemes, they get a greater sense of involvement in share schemes.

The PSI conducted an in-depth study of the attitudes of more than 1,100 employees participating in company share schemes. The schemes are only likely to survive if important elements of company policy if employees themselves strongly back share ownership.

The report identifies key attitudes that must continue to change if the share schemes are

to make a stronger impact on participants. These include:

• More employee involvement in the schemes, greater confidence in the sale and valuation of the shares and increased awareness of company finances.

• Linking share schemes with other forms of employee participation and providing better information about the sale and valuation of shares.

If living standards increase over the next 20 years, wage and salary earners might become more interested in capital growth and be more willing to trade off income against it.

Mr Bill Daniel, director of the PSI, said: "The growing support for company share schemes among ordinary workers and rank-and-file trade union members highlights the extent of changing attitudes in British industry. As a result, profit is no longer a dirty word."

Share Schemes as Workers see them by Michael Fogarty and Michael White (PSI, Park Village East, London NW1 3R; £6.95).

## Nuclear power alarm

## NUCLEAR POWER

The congress voted for a halt to the expansion of the nuclear power programme and set a conditional 15-year timetable to phase out all existing nuclear reactors.

A National Union of Mineworkers' motion rejecting part of the report *Nuclear Power and Energy Policy*, which set conditions for the continued development of nuclear energy, was carried by 3,489,000 votes to 2,665,000. It called for a halt to development of nuclear energy and set the 15-year timetable.

Earlier, Mr Fred Jarvis, chairman of the nuclear energy review body, said that the policy recommended in its report could unite the trade union movement and stop it splitting into warring factions on the fundamentals of energy policy.

The whole area of radioactive waste policy needed fundamental reform. Present arrangements were not at all satisfactory. The TUC strongly opposed privatization.

The report supported the underpinning of long-term energy investment to protect it from the short-sightedness of

used operation and development of the nuclear industry. Those conditions were not at present being met. The Government showed no signs of attempting to meet them.

This was not a phase-out policy. It did not rule out nuclear power. It was a challenge to the nuclear industry and the Government: either meet the TUC's conditions or phase out the industry. It was not an easy option.

Mr Arthur Scargill, president of the National Union of Mineworkers, moving a motion rejecting that part of the report which implied that under certain conditions there could be further development of nuclear power, said that his union supported the call for an international trade union charter on the operation of the nuclear industry.

Mr Scargill said that the review was biased and certainly implied that nuclear power should be part of a balanced energy policy. Proposals against nuclear power were "not necessary? Was it economic? Was it safe?"

The report recommended tight conditions for the contin-

Meanwhile, he called on other unions not to do the work of his members and not to cross their picket lines. They were in struggle for their basic rights and they had responded magnificently and loyally and they would stand firm. He knew that congress would support them.

Mr David Newman, National Communications Union, said that another important element of the Post Office as under threat: the Girobank. It was a genuine people's bank which gave the advantages of the banking system to the ordinary working person.

It was successful, profitable and a shining example of public enterprise. Now 5,000 jobs were in danger of being sacrificed for Tory ideology. The Government was interested only in selling it to the highest bidder. It was not interested in the bank's ideals.

Delegates carried by an overwhelming majority a resolution condemning the proposal to privatize Girobank, plans to change the management structure of the Post Office and reaffirming opposition to privatization of any part of the Post Office.

## POST OFFICE

was calculated and cynical and it had brought the service to a halt. But his members would stay out without pay until the union had negotiated an honourable settlement.

"My members are angry and they are determined and they will not give in to intimidation, duress or provocation."

The Post Office was now trying to break his members' spirit by bringing in casual workers, by paying agencies to recruit staff and telling unemployed people that they would lose their benefits if they did not go to work for the Post Office.

His issued a challenge to the chairman of the Post Office, Sir Bryan Nicholson, to have an independent inquiry to look into the collapse of industrial relations in the Post Office. His union was prepared to face such an inquiry. The public was entitled to know what was going on and why local and yard-working postmen and post-women felt so angry.

The action of the Post Office

before service to the public. This year they had seen record profits with a worsening service.

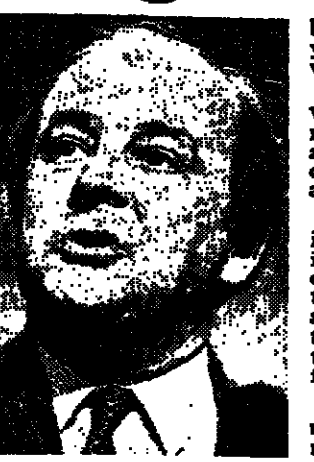
His members' anger and strike were demonstrating their tremendous loyalty to the union and to each other. They were determined not to be humiliated.

The dispute was about breaking an agreement freely entered into to keep national basic rates of pay. It was not about refusing to take extra money; it was about fairness and the rate for the job. The Post Office said that it intended to impose flexible rates of pay.

But that was not the main reason that there was virtually no post today. It was about the attempt by the Post Office to casualize the industry. Last week's 24-hour strike had led to a backlog which it would have taken them 24 hours to clear.

For no reason, the Post Office insisted that casuals be brought in. This was unacceptable to his members and the Post Office knew that in advance. That was why his members had stopped work and would not cross picket lines.

The action of the Post Office



Mr Tuffin: "I am here to explain"

public was entitled to know why.

The chaos came from the decision to split the Post Office into separate businesses of letters and parcels counters and Giro in preparation for privatization, with each service competing with the other for profits and with macho management of each putting profits

## Deep concern over education changes

A motion expressing deep concern over the adverse effects of many of the proposals in the Education Reform Act was passed unanimously.

Mr Malcolm Horne, president of the National Union of Teachers, moved the motion, which said that recent legislation would divide the educational system into a battlefield of competing units. It urged trade unionists to become campaign governors, to support campaigns against "opting out" and to oppose the privatization of support services.

Mr Horne said that the Education Reform Act was an act of desertion. It might distort the education system out of all recognition: divide it and de-nude it even further of resources, forcing it into measuring and labelling children instead of educating them.

Trade unionists must take opportunities to become governors of schools. The education system must be protected in the same way as the National Health Service.

Miss Diana Warwick, Associ-

ation of University Teachers, said that the Act was a threat to high teaching standards as well as a threat to ordinary people. Increasingly over the next five years, because of the fall in the birth rate, skilled and trained people would have to come from the retraining of older people.

There was a lack of resources for this and ministers needed to be reminded that investment in human potential was a glittered investment yielding a bonus profit.

Miss Mary Caden, Education Institute of Scotland, said that the people of Scotland did not vote for the present Government. It was a rum in Scotland and the Scottish people did not want it interfering in their educational system.

Miss Maureen O'Mara, National Union of Public Employees, said that school caretakers and cleaners not only made the schools tick, but were valued members of the local community. But their jobs were being handed over to private contractors.

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## Operation against IRA was based on fragments of data, witness tells inquest

# Intelligence team 'made mistakes' in Gibraltar

A senior security service officer admitted yesterday that intelligence teams made three crucial mistakes in their search for an IRA bomb team in Gibraltar.

They wrongly assumed the bombers would be armed; they wrongly thought a vehicle they had under surveillance contained a car bomb; and they wrongly assumed the terrorists planned to trigger it with a radio-controlled device instead of a timer.

The admissions were made to the Gibraltar coroner on the second day of the inquest into the deaths of three terrorists shot by the SAS.

The witness — referred to only as "witness O for orange" — gave evidence behind a screen to protect his identity.

He described in detail how security services assumed an interest in Mairead Farrell, Sean Savage and Danny McCann before the events of March 6 this year.

He also gave a brief insight into the kind of information available to intelligence officers — and made it clear it was "highly unusual" for them to have all the details to hand before moving in to act.

However, he said he was confident of the fragments of intelligence that had gathered in their surveillance on the IRA trio.

Mr Felix Pizzarello, the coroner, adjourned the inquest before O gave evidence.



### GIBRALTAR INQUEST

to have a 15ft-high security screen put up in front of the witness box.

It was the first test of stringent security measures at the inquest, aimed at protecting the anonymity of SAS soldiers and intelligence officers.

O said he had worked for the intelligence services for seven and a half years and had briefed those involved in the Gibraltar operation, including the Gibraltar Commissioner of Police, military officers and the Government.

He told his representative to brief the SAS men involved in the shooting.

He described himself as a senior security officer specializing in counter-terrorism and the activities of the Provisional IRA.

"The briefing I gave was as follows — that there was reason to believe that the Provisional IRA was going to carry out an attack in Gibraltar, the target being the changing of the guard ceremony on March 8", he told the court.

"It was believed that a three-man active service unit, as the IRA calls it, was despatched to carry out this operation."

O said he believed the operation involved a large bomb designed to kill as many soldiers as possible and that it would probably be detonated by remote control.

"We believed that it would be brought across the border in a vehicle and that the bomb itself would remain hidden inside that vehicle."

"The ASU (IRA active service unit) would comprise three members — two of whom were known to be Danny McCann and Sean Savage, and the third was later identified as Mairead Farrell", he told the inquest.

"It was known that Savage and McCann were active, extremely dangerous terrorists. More was known about McCann than Savage."

"They were believed to be dangerous terrorists who would almost certainly be armed, and if confronted by security service personnel would be likely to use their weapons."

"It was further believed that if the method of detonation of the device was indeed a radio control device, they might, if confronted, seek to detonate that device."

He said Farrell and McCann had been in prison but Savage had not. Farrell had been the acknowledged leader of IRA women prisoners when she was in jail.

Intelligence services pinpointed the team in Malaga, southern Spain, but did not know when the operatives would cross into Gibraltar.

O said there were similarities between the operation and others he had worked on. Those included an operation last year when a large car bomb was detonated at Rheinbalden, the joint military headquarters in Germany.

On January 21, 1988, a car was discovered in Brussels containing a large amount of Semtex military explosive, four detonators and equipment for a radio detonation system inside.

"Taken together, this equipment constituted the sort of device with which we were very familiar in Northern Ireland", O said.

Asked if security services believed the same sort of device would be used in Gibraltar, he said: "We assessed that that would be the case."

"Radio control would be much the safest way to explode a device from the point of view of the terrorists. They would be away from the bomb when it went off."



Left: Uniformed police and plainclothes officers surround a van, believed to contain anonymous military witnesses, at the inquest in Gibraltar yesterday. Right: Mr Michael Hacker, counsel for the Special Air Service soldiers involved in the shooting, arrives at the coroner's court.

"A command wire device entails the laying of a wire from the point where the bomb is placed to where the detonator is — the button, if you like. If you have to lay that command wire you are taking a risk. With a remote control device there is nothing to be seen. We assessed that they would probably do that."

"We also considered the possibility of them using a timed device — a bomb with some sort of clock in it."

"We considered that was highly unlikely. Very recently there had been the explosion in Enniskillen where a large number of innocent civilian bystanders had been killed and we assessed that they would not be likely to use a timing device."

"It seemed to us far more likely it would be a remote-controlled device. We believed they would probably drive it in some time before the parade, either Monday night or Tuesday morning."

When the three were seen in Gibraltar on Sunday, March 6, it was unexpected.

"I should emphasize that on occasions such as this it is very, very rare for the whole picture to be known", O said. "Almost invariably, all that is known are fragments and we have to put forward an assessment of the likely course of events. But we were sure of what we knew."

He instructed his representative to brief various personnel and checked later to confirm that it had been done. The representative, he said, would not be a witness.

Mr Pizzarello asked: "How did subsequent events confirm your initial suspicions?"

O replied: "In essence they were confirmed in all but three respects — the IRA did intend to carry out a massive car bombing, and we were right as to the target area."

"The three areas where we were not correct were: on March 6, when the incident took place, the three were not armed; secondly, the car parked on that occasion was a blocking car; thirdly, when the car bomb was eventually discovered, it contained a timing device."

"We were quite wrong to have assumed that the IRA

examined by Mr Paddy McCrory, representing families of the dead.

O told him the security service he worked for was responsible for protecting the realm against threats to it, wherever they happened. That included a threat in Gibraltar.

O said the intended targets of the IRA unit during the changing of the guard would have been soldiers and members of the band.

"A bomb is a pretty indiscriminate weapon", he said. "You cannot limit the effect of the bomb to the immediate target. The target was military people. The size of the bomb did not indicate to us very much concern about limiting it to military people."

He said the IRA had received a large amount of Semtex from Libya in previous years. It was possible the terrorists would have had access to the same amount for the Gibraltar attack as was found in Brussels.

Asked by Mr McCrory why the IRA car was allowed into Gibraltar, he said: "The answer is simple. The car was not seen to cross the border."

He told Mr McCrory that security officers did not believe the trio would have risked a "dry run" of the bombing.

"We also believed that if all three turned up together they would be on the bombing run. In operational terms there was absolutely no point in doing otherwise."

O said the three were thought to have been armed

because IRA active service units "on many occasions have carried weapons".

McCann was known to be "a very dangerous and very ruthless terrorist", he said.

"Members of an active service unit are all highly trained terrorists. That is to say they have received instructions in basic bomb-making, the use of a number of different weapons and in counter-surveillance and anti-interrogation techniques. They are not just petty thugs."

O spent about an hour and 10 minutes in the witness box. The security screen was removed for the next witness, Gibraltar's police commissioner.

Mr Joseph Louis Canepa said that he had been alerted that the IRA was planning a bomb attack.

On March 5, the day before the shootings, he signed and issued an order outlining the procedure to be followed in dealing with the terrorists.

"The method by which we were going to put this order into force was by police surveillance; by having sufficient military personnel equipped to deal with any contingency; by arresting offenders using minimum force; by disarming attackers; by defusing any explosive devices; and by gathering subsequent evidence for a trial."

He did not initially know the names of the IRA operatives, but was told their target area was the assembly point south of Inces Hall, where the band of the Royal Anglian Regiment usually assembled to perform the

changing of the guard ceremony.

Later, he learnt the names of the three terrorists suspected of planning the attack — McCann, Savage and Farrell.

"These people were described to me as highly dangerous and probably armed."

"Taking into account the calibre of persons described to me, it became obvious that armed members of the police force would not be able to cope", he said.

"I issued instructions and an operational order to be prepared to cope with the situation. In that order I stated that every effort would have to be made first to protect life, to foil the attempt, to make arrests and to take custody of the prisoners."

"Attached to the order was an appendix giving normal police guidelines in the use of firearms and advising officers when it was reasonable for them to open fire."

On March 6, McCann and Farrell walked across from Spain and were later positively identified.

They met Savage in the town — who had earlier parked a blocking car in a space near the governor's residence.

"I formed the view that we should arrest them on suspicion of conspiracy to murder", the police commissioner said.

A radio instruction was issued for the soldiers to intervene. At 4.05pm, he was told the trio had been killed.

The inquest continues today.

## Aircraft boom is breeding success

By Harvey Elliott  
Air Correspondent

The boom in demand for civil aircraft is having a spin-off effect on a wide section of British industry which now looks certain to benefit from record order books for years.

Boeing, McDonnell Douglas and Airbus — step up production rates to cope with the increased orders from airlines. British firms are switching from military to civil work to keep pace.

Already the giant manufacturers are having to turn to new emerging nations such as Korea and China to supply their need for parts for the aircraft.

Throughout the week at Farnborough Air Show teams of engineers from the rapidly expanding aerospace industries in the Far East were touring the stands trying to learn whatever they could about British and European technology so that they could take up the overspill.

Mr Jim Lightfoot, managing director of Dowty Rotol, which provides landing gear and hydraulic equipment for the Airbus A320, said yesterday that within the next three years 70 per cent of the company's work would be on civil aircraft and only 30 per cent on military work compared with a 60/40 split in favour of military equipment only two years ago.

"The speed of the turnaround in the civil market has been remarkable", he said. Westland Aerospace on the Isle of Wight, which builds parts for all the main aircraft manufacturers, is also rapidly expanding its civil work which will overtake the military production rate soon.

Caledonian Airmotive in Prestwick, Strathclyde, which is now owned by the giant American Ryder group, has doubled its workforce within the past 18 months to cope with a tremendous surge in work in repairing and servicing aircraft engines.

Nearly 2,000 noisy aircraft, which had been due to be retired over the next five years, could be given a new lease of life by fitting super-quiet engines being developed by Rolls Royce and its American rival, Pratt and Whitney.

Rolls Royce has come up with a new version of its successful Tay engine which can be fitted for less than one third of the price of buying a new aircraft. But the company faces fierce opposition from Pratt and Whitney which is producing its own hushed version of the JT8D engine.

### British Association

## Baker science reforms 'may backfire'

By Pearce Wright, Science Editor

The plans of Mr Kenneth Baker, Secretary of State for Education, to encourage more pupils to study science and engineering may have the opposite effect, Professor Gordon Higginson, Vice-Chancellor of Southampton University, said in Oxford yesterday.

He told the annual meeting of the British Association for the Advancement of Science that the Government was in danger of losing the benefits which should flow from the introduction of the GCSE examination, and of the new National Curriculum for all pupils aged five to 16 years.

He was commenting for the first time since the publication of the report *Advancing A Levels* produced by a committee set up by Mr Baker and chaired by Professor Higginson.

He said: "The Government's response to the committee's recommendations was chilling in the extreme". The committee's proposals would "tidy up the shambles of the A-level system and provide continuity from the GCSE and the National Curriculum."

The committee believed the A-level system was outdated and in need of change. "But

there is now going to be an uncomfortable discontinuity that will deter pupils taking science subjects."

The reform of the education system, as far as the teachers are concerned, is to break away from an almost uniquely English system of narrowing down the range of subjects studied by pupils at a very early age.

The GCSE gives a broad mix of subjects, but ensures that a sprinkling of science and technical subjects are followed by everyone. Professor Higginson's committee believes the next level of education should also keep a

wider range of options open to the pupil.

The clash with Mr Baker is over proposals for future scientists and engineers to continue to study some other subjects, and also for students of arts and humanities to continue to gain an understanding of science and its applications.

That would be achieved by taking, say, five subjects, with reduced but rigorous content, as A levels. The Higginson committee's contention is that "rigor and depth can still be maintained while unnecessary factual material is removed from syllabuses."

Professor Michael Adler said it was "absolutely crucial" that the Government should introduce a scheme in which blood samples from thousands of men and women could be tested for the virus.

The samples would be those taken in hospitals, ante-natal clinics and GPs' surgeries for other reasons. Consent would not be required.

Professor Adler, of the Middlesex Hospital Medical School, London, said that in the absence of a co-ordinated programme, researchers were "running around like headless chickens" trying to project the course of the epidemic.

In recent months the British Medical Association, the National Aids Trust and other organizations had moved towards supporting mass testing on an anonymous basis.

"The Government should be setting it up now so that we can find out how widely the infection has spread around the country", he said.

Aberdeen University had led the way. At the beginning of 1981, there were no more than eight machines in the world capable of producing whole body images. Five were in Britain.

But by last June the United States had 800 machines, Japan 200, West Germany 40, France 30, Italy 40 and Britain 25, of which only 14 were modern production machines.

## Secret Aids tests 'crucial'

By Our Science Correspondent

Large sections of the British public and the medical profession are willing to take part in a national programme of Aids tests to control the spread of the epidemic, a leading specialist said yesterday.

Professor Michael Adler said it was "absolutely crucial" that the Government should introduce a scheme in which blood samples from thousands of men and women could be tested for the virus.

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TN1







# Sting removed from Euro charter for workers



Senator Manuel Marin: Most modest package of proposals.

From Michael Dynes  
Brussels

The European Commission appears to have trimmed substantially its controversial ambition to draw up a "European Workers' Charter" as part of the creation of the Community's internal market by 1992.

After successive delays, Senator Manuel Marin, European Commissioner responsible for social policy, yesterday unveiled a surprisingly modest package of proposals designed to involve workers more closely in the process of economic integration.

The Commission's social programme calls for a review of existing legislation on unemployment, training schemes, freedom of movement, social security and health and safety at work. But apart from hinting at

the need for a minimum wages policy, it makes no new proposals for additional legislation.

The initiative is intended to meet criticisms that the internal market programme caters almost exclusively for the interests of the business community, and makes no attempt to win the support of employees by involving them more closely in the 1992 integration process.

Senator Marin was given a hostile reception by reporters, who accused him of producing vague and general recommendations, which fell far short of a genuine social policy, and which were unlikely to solve the kind of problems that the internal market will create.

"It would be a mistake to think that the creation of the internal market necessarily meant a relax-

ation of social safeguards," Senator Marin said, but he refused to be drawn into any detail about how the Commission intended to defend workers' interests.

"We have no panacea and no miracle cures for the difficulties faced by the Community," he said, referring to the variations in member states' labour and social protection legislation.

But he acknowledged that it would be impossible to create uniform working conditions in the Community.

However, Senator Marin said that he did not think that factories in Britain or West Germany, for example, would be forced to operate on Sundays to compete with factories in Spain, where Sunday shifts are normal.

The Commission has been under

considerable pressure from socialist member states and Community trade union leaders to produce a social policy ensuring that workers' rights are not sacrificed on the altar of economic efficiency in the run-up to 1992.

But the initiative has drawn a cool response from some member states, particularly Britain, which insists that the welfare of employees will be more adequately catered for by freeing European business from "unnecessary regulation".

Mr Andreas Papatheou, the Greek Prime Minister, and current holder of the revolving EEC Presidency, has said repeatedly that he intends to put the issue at the top of the political agenda. He has received considerable support from Spain and France, who will hold the Presidency in 1989. M Jacques

Delors, President of the European Commission, who has been in the forefront of the campaign to create a basic minimum of working conditions throughout the Community, managed broad approval for his scheme from EEC leaders at the last summit meeting in Hanover in July.

But in a recent interview with the French left-of-centre daily *Libération*, M Delors conceded that any attempt to incorporate extensive social legislation into the internal market programme would have "unleashed an ideological battle that would have paralysed the construction of Europe".

M Delors is expected later this year to push forward proposals for a European company statute that would require a limited degree of workers' co-operation.

Leading article, page 13

## Iran in effort to woo leading exile

By Our Foreign Staff

A prominent Iranian leader now living in exile in France said yesterday that he had recently received emissaries from Ayatollah Khomeini who apparently invited him back to public office in Iran. Mr Abolhasan Bani-Sadr, the first President of the Islamic republic, told *The Times* from his home in Paris that he met envoys "from the Tehran regime".

He refused to specify who they were or what offer they brought from Iran, although it is understood that he was approached on behalf of the Iranian leader, who would like him to return to Tehran.

Mr Bani-Sadr hinted that he refused the approaches and emphasized that he would have no dealings with the Speaker of the Iranian Parliament, Mr Hashemi Rafsanjani, whom he described as "that failed and corrupt man".

The general sense of political failure in Tehran after Iran's acceptance of a ceasefire in the Gulf War has given rise to rumours that approaches have been made to a number of prominent exiles to return to participate in a government of national unity.

In Tehran, Ayatollah Khomeini yesterday dealt another blow to the Cabinet of Mr Mir Hossein Mousavi, the Prime Minister, by revoking its powers to impose instant punishments on civilian offenders. The previous day, he publicly described Mr Mousavi's letter of resignation as "bickering", a rebuke that was widely interpreted as a humiliation for the Prime Minister. Yesterday, Mr Mousavi formally withdrew his Government's resignation.

The radical Government's readiness to impose fines and floggings has caused much public unhappiness. But the abrupt revocation of the powers was seen in Tehran as another sign that a shift from the economic and political radicalism pursued by the Prime Minister could not be far away.

Meanwhile, Iran's Deputy Foreign Minister, Mr Mohammed Javad Larjani, said in Paris yesterday that Tehran's relations with France and Britain looked promising but United States hostility was blocking better ties with Washington.

Mr Larjani, who was ending the first official Iranian visit to France since the two countries resumed diplomatic ties in June after an 11-month break, praised relations with Paris.

"Our relations with Britain," he added, "are developing and both sides see their interests in full resumption of ties. That relationship has a very good future."

## Iraq's war on guerrillas

# Kurd rebels reject Baghdad 'surrender for amnesty' offer

By Hazhir Teimourian

Mr Massoud Barzani, the leader of the Kurdistan Democratic Party of Iraq (KDP), yesterday formally rejected Baghdad's offer of an amnesty if he and his followers laid down their arms and surrendered. The party also accused the Iraqis of using a new type of gas.

In a message from his mountain-top base in the region of Sidakan, where the borders of Iraq, Iran and Turkey meet, Mr Barzani said the Kurds had not embarked on their present struggle to earn pardons, but to achieve "national and democratic rights".

He said international pressure was building up to force Iraq to stop what he called its war of genocide against the Kurds, and that the amnesty was merely a device to divert the world's attention from what was happening. He wanted to know why the Government had not offered the amnesty before its heavy use of chemical weapons.

Mr Barzani has challenged the Iraqi Government to prove its goodwill by freeing 8,000 members of the Barzani clan banished to the southern desert in August, 1983, despite the fact that they had sided with the Government.

The 8,000 were headed by Mr Barzani's elder brother, Obaidullah, a minister of state at the time.

A spokesman for the KDP told *The Times* yesterday that the Iraqi Air Force was now using a new type of gas. Mr Hoshiyar Zibari said it produced severe diarrhoea and prevented victims from walking. In cases of massive contamination it killed.

According to refugees from Sidakan who have arrived in

Iran, the Kurds believe the gas is a biological weapon. But Dr Alistair Hay, one of Britain's leading experts on the effects of chemical weapons, said it appeared to be the nerve gas phosgene.

Mr Zibari said that from Monday to yesterday morning, the Iraqi Army had made 15 attempts to dislodge the Peshmerga guerrillas from their bases on Khakork and Lolan mountains in the Sidakan region, and even though it had made use of mass artillery and chemical bombs, it had failed.

He did not mention Peshmerga casualties, but said

The European Community yesterday expressed "grave concern" over allegations of the use of chemical weapons by Iraqi forces taking part in an offensive against the Kurdish minority in north Iraq (Andrew McEwen writes). The statement was issued in Athens by the Greek Government, which holds the EEC Presidency, but Whitehall sources said Britain instigated the response.

that the army had left 200 corpses on the battlefields. From his remarks it emerged that Iran was not closing the border to the Kurds of Iraq. The implication is that they are able to receive some supplies.

● ANKARA: As its own rebels intensified their attacks in an apparent bid to exploit the world attention now focused on the Kurdish question, Turkey yesterday indicated that it does not intend to play host to about 56,000 Kurdish refugees for too long (Rasit Gurdilek writes). A Foreign Ministry spokesman

yesterday welcomed the general amnesty the Iraqi Government has declared for refugees returning within 30 days, and expressed his confidence that "all the interested parties had welcomed the gesture".

He added that the move had been suggested to the Iraqi officials by Mr Nuzhet Kandemir, the Foreign Ministry Under-Secretary who visited Baghdad late last month as the special envoy of Mr Turgut Ozal, the Prime Minister.

Meanwhile, the refugees who managed to cross the border before the Iraqi troops closed the noose around the fleeing Peshmergas after wresting back control of the oil-rich northern provinces, were continuing to be transported inland to be settled "provisionally" in tent towns being set up in isolation and where they are subject to a military style of discipline.

Apart from about 1,000 families taken to a special camp at Yuksekova, in Hakkari province, 2,900 refugees were settled near Diyarbakir, further west.

The semi-official Anatolian News Agency reported yesterday that refugees in the Diyarbakir camp, put in charge of "internal security", were requested to keep unarmoured watch around the clock while Turkish police and soldiers patrolled the perimeter.

Leaving the camp was reportedly not allowed, and visits from outside were made subject to permission.

About 30 per cent of the camp's inhabitants were found to be suffering from intestinal infections or contagious eye diseases, the report said.

## Communicating a degree at a time



President Reagan receiving an honorary doctorate in communications from Dr Gerald Hazlebrigg at Hastings College in Nebraska yesterday. The President, the Great Communicator, dedicated a new centre for the communications arts.

# Reagan in new boost for Bush

From Charles Bremner  
New York

President Reagan planned the strategy to help his Vice-President win the White House yesterday as Mr George Bush's campaign savoured a tactical victory over that of his beleaguered rival, Mr Michael Dukakis, in the "debate over the debates".

Mr Reagan, back from California and a campaign stop in Kentucky, called in Republican Party leaders to devise an agenda of campaigning and government that will redound to the best advantage of Mr Bush.

The President is expected to make another request to Congress for aid to the Contras in Nicaragua, an "anti-Communism" cause that is evoking less hostility now that the Sandinista Government appears to have blocked the peace accords.

Mr Dukakis strongly opposes any support for the guerrillas.

Mr Reagan, the "Great Communicator", has thrown his weight wholeheartedly behind Mr Bush as a result of being impressed by his sudden acquisition of a presidential persona after the Republican convention last month.

The latest polls show that, after months in the doldrums, Mr Reagan's popularity is on the rise again across the country.

According to Mr Peter Hart, the Democrats' top pollster, the surge of affection for Mr Reagan reflects a mood of confidence that is sweeping aside the sense of anxiety and foreboding that had been detected earlier and so ably exploited by Mr Dukakis.

"There is a growing perception that the economy is doing well, and that the country is heading in the right direction," Mr Hart said yesterday.

To halt the Bush momentum, Mr Hart said, the Democrats must swiftly turn the focus of the day-to-day campaign and its media coverage to family issues, the economy and the future of America, areas in which the party believes it enjoys an advantage.

Mr Dukakis has been discovering, however, that he could face some serious campaign disruption over one social issue - abortion.

On Tuesday, in a campaign stop near Chicago, he ran into the heaviest heckling in his campaign so far as anti-abortion protesters held up his speech for seven minutes with chants of "You're a

baby-killer". One of the biggest anti-abortion movements was reported yesterday to have organized a national campaign to disrupt personal appearances by Mr Dukakis and Mr Lloyd Bentsen, his running mate.

The Dukakis campaign was still smarting yesterday from its surrender to the demands of the Bush team that the debates between the two candidates should be limited to only two.

The Vice-President wants to keep the encounters to a minimum because, with more than half the population tuning in on television, they give valuable exposure to the lesser-known candidate, but mainly because Mr Dukakis is a masterful debater.

Performance in the debates, which provide the only real occasions when the candidates are not packaged by their media minders, can prove crucial in an election.

● PEKING: The Chinese leader, Mr Deng Xiaoping, said yesterday that he hoped Mr Bush would win the election in November (Catherine Sampson writes). He was speaking during a meeting with Mr Frank Carlucci, the visiting American Defence Secretary.

## WORLD ROUNDUP

# Journalists strike against libel Bill

Delhi - Few newspapers appeared in India yesterday after thousands of journalists went on a one-day strike to protest against the Defamation Bill, which they claim would gag the press (Kuldip Nayar writes).

Journalists and editors refused to discuss the Bill with a steering committee set up by Mr Rajiv Gandhi, the Prime Minister, unless it was withdrawn from Parliament.

The Bill has been passed by the Lower House, but awaits approval from the Upper House and the President. Mr Gandhi has postponed its reintroduction and reiterated his willingness to discuss objections.

The Bill puts the onus of proof on the accused, demands documentary evidence, and provides for a prison term of up to two years for first convictions and five years thereafter.

The executive committee of the Delhi High Court Bar Association "fully agrees" with the demand for the withdrawal. "It is the worst ever statutory aggression and onslaught on the freedom of speech and expression, the like of which even the British never attempted," it says.

# Burma crisis deepens

Rangoon (AFP) - Burma's beleaguered Government yesterday ignored an opposition ultimatum for it to resign, indicating in a state radio broadcast that it would proceed with a congress of the ruling Burma Socialist Programme Party and a parliamentary session next week.

The rebuff of the ultimatum issued by leaders of a mass protest movement set the stage for an indefinite general strike and mass demonstrations from today. Five embassies said they were ready to evacuate diplomats' dependents and other nationals as civil order deteriorated.

# British jet pilot killed

Bonn (Reuter) - A British pilot was killed yesterday when his Jaguar fighter crashed after smashing through power lines in southern Germany, police reported. They said an American pilot also flying in the Anglo-French jet was injured in the crash. Both men ejected from the fighter before it hit the ground. The two were flying a routine training mission in coordination with the US Air Force.

Meanwhile, a Bonn Defence Ministry spokesman said that two West German airmen missing since their plane crashed into the North Sea on Friday had been found dead.

# Jaruzelski rebuked

Warsaw - Poland's official trade unions yesterday called on the Government to acknowledge the need for "radical change in all areas of Polish life" and to resign as soon as possible (Richard Bassett writes).

Mr Alfred Miodowicz, a Politburo member and chairman of the official unions set up after the banning of Solidarity, said that the Government's reform ideas had proved "totally unrealistic for the Polish worker". The official unions had passed a vote of no confidence in the Government earlier this week.

## Lange reshuffles Cabinet to moderate economic reform

From Richard Long, Wellington

The Prime Minister of New Zealand, Mr David Lange, has taken action to slow down the Thatcherite reform drive of his free-market Finance Minister, Mr Roger Douglas, by appointing two new Deputy Ministers of Finance.

The Cabinet reshuffle is being seen as an effort to restrict the influence of Mr Douglas, who has changed the face of the New Zealand economic scene dramatically in the past four years by removing the control that formerly made the country one of the most regulated outside the Eastern bloc.

The reshuffle followed months of bickering between Mr Lange and Mr Douglas over the pace of change.

This began in January when Mr Lange put off any decision on Mr Douglas's radical proposal for a flat tax of only 23 per cent.

Once the closest of political allies, the two have become

bitter foes as Mr Lange has sought to slow the pace of the restructuring process which has brought record unemployment of nearly 10 per cent and left the Government 16 points behind in the polls.

Yesterday's reshuffle comes after the annual conference of the Labour Party last weekend, which gave an emphatic thumbs down to Mr Douglas's



Mr Lange: Appointed two Deputy Finance Ministers

economic policies, but endorsed Mr Lange's leadership.

Mr Lange has appointed Mr Michael Moore as one of the Deputy Finance Ministers. He has been given the task of negotiating a new contract with the trade union movement. This is being seen as conflicting with Mr Douglas's desire to deregulate the labour market.

Mr Waugh, formerly Minister of Overseas Trade, has been appointed Minister of External Relations and International Trade. He shares this new ministry, which includes foreign affairs and sections of the old Trade and Industry Department, with Mr Russell Marshall, who remains Minister of Foreign Affairs.

The second Deputy Finance Minister is Mr David Caygill, the Health Minister, who has had several differences with Mr Douglas, and is regarded as a moderate on economic reform.

## 300 Britons held in Spanish jails face long trial delays

From A Correspondent, Madrid

The number of Britons in Spanish prisons has increased by 70 per cent during the past year to a record 300. More than a half, 175, are detained on drug-related offences, figures released here yesterday show.

Mr Trefor Llewellyn, the British Consul-General, said that there were 176 British prisoners last year, 124 of whom were detained on drugs charges.

Mr Llewellyn expressed satisfaction at the arrests because they reflected greater co-operation between the police in Spain and Britain. Since last year, a Scotland Yard inspector has been working in Spain and has made several visits to the Mediterranean coast.

Here, on the costas, boats and light aircraft arrive regularly from Morocco with hashish, ordered by gangs based in resorts such as Gibraltar and Puerto Banus, for onward

shipment to Britain and northern Europe.

Last week police discovered seven tonnes of "Double Zero" Afghan hashish, the purest known, which had been shipped to Spain from Karachi. Twelve Britons face charges in connection with the haul, reportedly enough for 21 million "joints".

Mr Llewellyn said: "The Drugs Liaison Office has been very, very good. The information is coming through and being shared. The arrests prove that there is close co-operation between the authorities and they are, in fact, catching people."

"My warning to Britons in Spain is to stay away from drugs. If someone asks you to carry a packet through an airport, seaport, in a car or across a border - don't."

Because of the virtual collapse of the Spanish judicial system, he also gave a warning of the perils of being caught.

"If a Briton is in jail for a serious offence, he could wait up to two years before coming to trial."

Next week the Council General of Judicial Power is due to decide on methods to deal with the crisis, which has produced a backlog of about 100,000 cases awaiting judgement.

The council is expected to call for 2,000 more judges, partly to cope with a recent Constitutional Court ruling that a judge cannot try a case he has investigated. This was common practice in Spain, where there is no trial by jury.

The Popular Alliance opposition party has produced a report on the administration of justice and will debate it at its January congress.

The author of the report, Señor Albert Ruiz Gallardon, said the administration of justice had been "the biggest fiasco since democracy was restored".

## Challenge to KGB fails but activist undeterred

By Mary Dejevsky

A report has reached the West of a highly unusual court case in Leningrad in which a private individual challenged the role of the KGB in his conviction on a criminal offence. The case was heard on August 11 and 12 in a small courtroom in the centre of the city.

Mr Konstantin Azadovsky, who has a history of dissent, argued that his conviction eight years ago on a drugs offence should be quashed because the authorities did not follow the correct procedures. In particular, he argued that the KGB's involvement had been concealed.

Mr Azadovsky was arrested in 1980 after a small amount of a narcotic substance was found in his possession. He insists the drugs were planted by the KGB. (There are

frequent instances of the KGB using such methods to ensure criminal convictions against people whose political views they find objectionable.) He was found guilty and sentenced to two years in a labour camp in Magadan, a severe sentence for a minor - and first - offence.

The accession of Mr Mikhail Gorbachev, with his pledges to ensure the rule of law and overhaul the legal system, encouraged Mr Azadovsky to try to get his conviction overturned. Going back over the documents, he found that not all the police who had searched his flat had been named in the search warrant. He concluded that the unnamed police were those who had been in civilian clothes - KGB men.

The law states that all those undertaking the search should be named in the warrant. It was on this

technicality that he tried to have his conviction quashed.

According to one of those present at the trial, Mr Azadovsky's young woman lawyer proved that the regulations had been violated in his case, and the judge - at 35, young for a Soviet judge - appeared sympathetic. After considering their verdict for two hours, however, the judge and the two "people's assessors" who sat with him, dismissed the case. Mr Azadovsky believes that the delay in pronouncing the verdict pointed to intervention.

Although his claim failed, Mr Azadovsky has not been deterred and plans to appeal.

He is one of a number of Leningraders who have been encouraged by recent developments to contest the official line, whether on legal matters, history or politics.

During the summer, Leningrad - like some other Soviet cities - has been a hive of unofficial activity.

Although the city's Thursday evening meetings of *Pamyat*, the extreme Russian nationalist organization, have attracted much publicity, the city's main thoroughfare - the Nevsky Prospekt - has seen informal public gatherings almost daily.

The biggest crowds have been drawn by a young speaker called Alexander Bogdanov, who affects the manners and language of a pre-revolutionary intellectual to advocate democratic reform.

Despite the spread of unofficial groups, Leningrad still has the reputation of a conservative city which is being dragged reluctantly towards glasnost. Unofficial spokesmen, like Mr Bogdanov, feel that the

whole city was damned in the eyes of reformers in the rest of the country by the episode of the "Andreyeva letter".

This was the open letter from a Leningrad lecturer, published in a Soviet newspaper in March, which set out the arguments against Mr Gorbachev's economic and political reform programme. The letter was widely publicized and drew no official rebuttal for more than two weeks - a period now known among worried reformers as "the two weeks of silence".

The fact that the Andreyeva letter originated in Leningrad and has not been formally denounced by the authorities there, has convinced the activists of unofficial organizations that their city will need an extra push from Moscow before it can compete in the glasnost stakes.







# Thatcher is scorned by Whitlam on Spycatcher

From Robert Cockburn, Sydney

Mr Gough Whitlam, the former Australian Prime Minister, made a scathing attack yesterday on the British Government for its handling of the *Spycatcher* affair, claiming that it had damaged the security of other nations.

In what Australians would call "a bucketing", Mr Whitlam chose the launch of a book about the *Spycatcher* trial to criticise Mrs Thatcher, Lord Havers, the former Attorney General, and the British Civil Service and press — all to the sound of popping champagne corks and rapturous applause.

The *Spycatcher* trial, written by Mr Malcolm Turnbull, the young Australian lawyer who thwarted British government attempts to suppress the memoirs of Mr Peter Wright, a former MI 5 officer, through the Australian courts. Mr Wright's book

British establishment. "The British Security Services have been made a laughing stock, not only everywhere where English is spoken, but everywhere where English is deciphered," Mr Whitlam said. "As a result, it has become more difficult than ever before for democratic governments around the world to maintain their legitimate claims to protect their national security in the name of legitimate national interest.

"National security is no joke. It takes exceptionally stupid conduct by a government and its advisers to make it so. Yet that is the outstanding achievement of the British Government in the Wright episode."

Mr Whitlam maintained that without Mrs Thatcher's pursuit, Mr Wright's book would have gone unnoticed. "And not for the first time in our history, we in Australia are paying the price for going along with the British Government, the hypocrisy of the British Government and the self-serving nature of the higher echelon of the British Civil Service."



Mr Whitlam: An outpouring of years of frustration.

*Spycatcher*, which has sold about two million copies, is still banned in Britain.

The official launch of Mr Turnbull's book yesterday saw a rare gathering of legal, political and literary figures, including Mr Justice Powell, the outspoken judge at the *Spycatcher* trial, and Mr Wright.

Mr Wright would say nothing, but others demonstrated the scorn still felt towards Britain over this and other attempts to interfere in Australian affairs.

They had come to laugh at an embarrassing British defeat and also to settle some old scores, verbally at least.

Mr Whitlam was called as a witness in the *Spycatcher* trial which ran in Sydney through 1986 and 1987. But it was in his role as the elected Prime Minister who was dismissed in 1976 by the Queen's representative, the then Governor-General, Sir John Kerr, that he took the rostrum in the gardens of the colonial Mint building here.

Despite its humour, veteran observers of the Australian political scene described the former Labour Prime Minister's speech as an outpouring of years of frustration with the

## Non-aligned conference

# Nicaragua backed for leadership

Nicosia (Reuters) — Latin American and Caribbean foreign ministers agreed yesterday to propose Nicaragua for the leadership of the Non-Aligned Movement, Señor Diego Cordovez, the Ecuadorian Foreign Minister, said.

Indonesia and Nicaragua are the only official candidates and Kuwait, Peru and Cyprus have emerged as possible compromise choices.

President Vassiliou of Cyprus, opening a conference of non-aligned foreign ministers yesterday, urged the movement to seize the initiative and create for itself a meaningful role in world affairs.

The conference will chart the movement's course until its 1989 summit and decide which nation takes over the chairmanship from Zimbabwe.

The Cypriot leader said: "The tasks facing us today can be more effectively met if our countries, instead of following developments, take the initiative and become masters of their own destinies."

His criticism of the movement, which represents two billion people, was echoed by other speakers who emphasized the need to act to meet international developments.

"A great deal hangs on our success or failure," President Vassiliou told the 59 foreign ministers and 89 delegations.

President Vassiliou and most speakers pointed out opportunities presented by disarmament and superpower moves in Afghanistan, the Gulf, Cambodia, Central America, Namibia, Angola, the Western Sahara and the Cyprus. "The greatest challenge ... is the creation of a peaceful world free from fear of war," he said.

Ministers will have to re-

solve disagreement over draft declarations on Afghanistan and Cambodia. Differences have emerged among officials on both issues, with numerous amendments submitted for the ministers' perusal.

Mr Nathan Shamuyarira, the Zimbabwe Foreign Minister, gave a robust address, urging a reappraisal of the movement's aims and attacking American policies in Asia, Africa and Central America, which, he claimed, jeopardized the chances for lasting peace.

"The movement must prepare itself to profit from the opportunities offered by the changing world scene," he said, reading a statement from President Mngabe.

The 10-month Palestinian uprising in the Israeli-occupied territories was hailed as heroic in the draft document.

In his speech, President Vassiliou called for a ministerial committee to study improvements in the movement's effectiveness and co-operation between developing nations to end food shortages.

● Toxic issue: Nigeria urged the Non-Aligned Movement yesterday to join forces to combat illegal toxic waste dumping in developing countries. Nigeria put forward an amendment to the draft final report on economic issues which makes only brief reference to the problem.

The amendment declares that "all states are responsible for ensuring that activities within their jurisdiction or control do not cause damage to the environment of other states ..."

Toxic waste from Italy was found dumped in northern Nigeria earlier this year.

The amendment urged member states to monitor and exchange information on ships and companies known to dump waste in developing countries.

## Life goes triumphantly on in the city that became an oriental Venice overnight



Dr Muhammad Arif, an Army medical officer, examining a child in one of the overcrowded flood shelters in Dhaka yesterday. Officials say the shelters now house 750,000 who, because of widespread shortages, fall ill from drinking dirty water and eating rotten food.

# Dhaka commuters take up precarious life afloat

From Ahmed Fazl, Dhaka

It is not easy to live in a city which becomes a Venice overnight. Suddenly boatmen are at your doorstep and the usual clutter of rickshaws and the cacophony of an odd mixture of peddlers selling dried fish and pickled mangoes is gone.

The changing scenario is unnerving, not only because the transformation was so rapid but because of the different spells it casts.

Thousands of commuters in Dhaka readily took boats to the office as a romantic diversion from hanging like bats from the windows of crowded buses which spew out dark and noxious diesel fumes. For one rooted to dry land, whose only association with water is the birth sign of Pisces, rowing a boat can be a nightmare.

There are some fearsome aspects of managing aquatic transport on what in normal times is a city road. For one thing, the craft constantly changes direction as it meets the whirlpools created in the municipal gutters, where the water runs deep and the currents are menacing.

Yesterday, as one boat tried to anchor at the front door of a bank in the Motijheel business district, it capsized in the waterlogged street and col-

lided with a rickshaw which had been parked there.

The five passengers stumbled forward and sprained their ankles. In another mishap, a less romantic, power-driven boat rammed a Land-Rover throwing three people into the water. Everybody got wet and not a little irritated.

A more serious accident overtook a citizen who fitted

riders, the pedal rickshaws were still running, their drivers cycling away showering water all around.

It seems the youthful rickshaw wallahs were enjoying their freedom to ply the three-wheelers on newly asphalted avenues which had previously been out of bounds to them.

But even on the rickshaws which tower over the Toyotas and Datsuns, it requires some dexterity to keep one's feet dry. As the vehicle ploughs through 4 ft. of water, legs have to be hoisted in the air.

There is a feeling of triumph when one arrives not only with the heart ticking away but with clothes dry. The mind is elated and there is an element of justified pride.

But the water rises further and the rickshaws are immobilized. A more primitive transport, made of bamboo and mounted on a pair of wooden wheels with a human puller in front and a pusher behind becomes handy — outdated but no less useful.

● GENEVA: The League of Red Cross and Red Crescent Societies yesterday launched a £3.8 million appeal to provide food, clothing and medical aid to a million Bangladesh's flood victims.



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## SPECTRUM

## Green or green?

Pollution and disease have in the last two weeks proved to be excellent makers of names. The toxin-loaded Karin B has helped establish Virginia Bottomley's reputation, and the moribund seals of the North Sea are now doing their best for the *Daily Mail*.

Curiously, the numerous co-chairs and speakers of the Green Party, an organization which might have appeared to great advantage during this ecological turbulence, have clung to their usual invisibility: it is part of their policy to eschew "leaders" who meet what the Greens see as a media-led need for "names".

Once again, the Green Party has suffered from the absence of Jonathon Porritt, the author and campaigner for the environment, who did much in the early 1980s to make its existence known. Although he no longer holds office there, he is still widely accepted as the most inspiring figure in the vague alliance of pressure groups and environmental organizations which constitute the Green Movement. But his current title, as director of Friends of the Earth, prevents him from making any very trenchant political statements on behalf of the 3½ million people who are said to care deeply about animals facing extinction and man-made disasters on the other side of the world.

His own official activities are concentrated on less glamorous campaigns for bicycle lanes and cleaner air. When the party conferences begin he will be speaking to MPs at workshops on plain, practical subjects such as river authority legislation, to combat the potential environmental damage caused by water privatization. He accepts that it is useless for Friends of the Earth to fight the privatization itself. "We are not a political force," he says. "We are not competing with the other political parties - we are trying to persuade them to go green, slightly."

Porritt, who looks rather weary, admits that so far the verdict has been so slight as to be imperceptible. "It's a slow process, and one that tends to make one pretty sceptical about how seriously they take this." At the 1987 election, when a MORI poll showed that 81 per cent of people believed the Government should "give a much higher priority to protecting the environment", he was "very angry" after the main political parties adopted noble environmental stances, some of them with the help of Friends of the Earth, and then lapsed into ecological silence.

"It was the first election where there had ever been that level of interest," he says. "But what was so depressing was that despite all this activity, come the election

THE TIMES  
PROFILE

JONATHAN PORRITT

there was hardly a peep heard about the environment. They were taking advantage of the green bandwagon, but when it came to the crunch they didn't have the guts to push the analysis through the campaign. Don't ask me why. They just bottled out. One year after Chernobyl there wasn't a single word about nuclear power."

Since then, he says, political interest seems to have waned still further and he is dubious whether the apparent concern over seals and waste dumping signals any genuine revival of interest in the environment. "You always get these spasms of anxiety which flare up, and they are very important; they do push politicians into a sense of urgency. And then they tend to die away fairly quickly. I hope I'm not being too cynical in saying that in six months' time people won't remember the name of the Karin B."

Porritt is more hopeful about the "groundswell" of public interest encouraged by the Friends of the Earth's 250 local campaign groups, but the increased use of recycled paper and harmless aerosols is, in fact, far behind his own "dark Green" convictions about how the Earth must be saved.

He explains: "Light Green means good, old-fashioned environmentalists, dark Green means that we've seen through the system; that the major industrial systems are untenable. If you are dark Green, you say, 'Hang on, unless you address yourself to the way in which we create wealth, and the ways we organize our society, all your environmentalists will really count for very little.' Porritt calls the light Green approach "elastoplast environmentalism".

At Friends of the Earth he is among the "darkest" of the Greens, and eagerly embarks on

stirring speeches about the beauty of the Earth, and the "transformation" needed to save it, which endeared him to the Ecology Party when he joined it in 1974. "Even then he was a recognizable force," says Jean Lambert, now a speaker for the Green Party, who shared the "chair" with Porritt in 1983. "Within weeks of joining the party he was a candidate, and that was fairly typical of him. He actually understood the politics, he didn't just see it as a movement which might take on his own particular hobby-horse. He saw something which needed doing, so he did it."

Porritt, who claims to have been an apolitical, "sort of vaguely detached Liberal", young man who entirely ignored the fashionable student activism when he went up to Oxford in 1969, discovered that he liked the Earth during his university vacations, planting trees in New Zealand and Australia.

He became a teacher of English and drama for ILEA comprehensives, and it was in preparation for a drama class, when he asked his pupils to imagine the planet in the year 2000, that he rediscovered the environment, and joined what was then the Ecology Party. It was renamed the Green Party in 1985.

Nothing, from his unsuccessful election candidacies to the still tiny 8,000 membership of the Green Party, appears to have dimmed his enthusiasm for "transformation" and he is still a member of the party, endorsing all its main policies, which include Government decentralization, no growth in industries which reduce the Earth's resources, and a ban on nuclear power and weapons.

Policies like these, however, failed to win the Greens a single seat at the last election: given such public indifference, why bother? Porritt says he has no choice. "You

tell me what a species does when it sees extinction staring it in the face," Porritt demands, admitting that "I'm sure it's going to take us right up to the edge of the abyss before we change."

And even if the human race is destined to render itself extinct he still considers his efforts worthwhile, because of his affection for the Earth. "In terms of the enrichment of my life it is the most important inspiration that I have," he says. "At the end of the day that is what distinguishes Greens and non-Greens, that they have a spiritual link with the Earth. There is an interconnectedness between every living creature in the world, between me and the lowest kind of slime mould at the bottom of the Costa Rican rain forests, and that's part of my daily experience of life." At present, he remarks, his closest vegetal relationships are limited to a few pot plants at home in Kentish Town.

Tim Cooper, one of the current Green Party "co-chairs", remembers Porritt's incumbency as "very inspiring and very eloquent, he's a loss to us". Others recall a sharp, occasionally abrasive manner towards ineffectual colleagues. If Porritt sought a candidacy with one of the established political parties, these attributes could help force dark Green issues into prominence in a way that his political representation for the Friends of the Earth never will.

"I would be interested if the most important thing to me in life was being a successful politician, but the most important thing for me is Green politics," says Porritt, "and I can't square that with an active part in any of the parties as they are now. For instance, the core objection is that they still endorse the notion of permanent economic growth, and so much stems from that, that I really can't go along with it." But if that were to change, Porritt might still be heard proclaiming his love of slime mould in the House of Commons. "I would always be open to whatever opportunities were there to promote Green ideas most effectively, and if there really was an opportunity to do that through the political system, without compromising essential Green ideas, then I'd do it."

And, as Porritt's own life demonstrates, some Green ideas are very much more essential than others. He is, he admits, "a carnivore still", although wholly Green in his bike-riding. Does he own a car? "No," says Porritt. Does his wife? "Yes," a Volvo. Does he ever drive it? "Yes." And has it been converted to lead-free petrol? "It's going to be."

Catherine Bennett



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Whistling merrily through the postal dispute is Britain's newest breed of urban exile - the teleworker. Having exchanged the daily scramble to work for a mini-office at home, the teleworker's two-way contact with headquarters and the outside world is down a single telephone line.

Next week a conference to discuss the social and managerial challenge of organizing "Tomorrow's Workplace" will be jointly hosted by the Confederation of British Industry and British Telecom and will feature some of the country's biggest companies.

Appropriately enough, 39-year-old Jill Rawlins, one of the conference organizers, is doing it from her home in Pinner, west London. As a PR manager with British Telecom, she gave up her daily trek to the City earlier this year and now looks after both her young son and her career with the help of a combined fax machine and photocopier and an Amstrad home computer.

## Home work

Postal delays and traffic jams pass by the teleworkers paid to stay at home

If informed prediction has got it right, there will be four million people whose house is also their workplace by 1995. And if Bob Tyrrell, managing director of the Henley Centre for Forecasting, is similarly on the ball, within the next five years something like one in five of London's present commuting workforce will elect to stay on the comfy side of its country or suburban garden gate to earn its keep.

The phenomenon relies on the equipment which keeps the typical teleworker's spare bedroom-cum-office in touch with the outside world. The only prerequisite is a telephone. Then comes an ordinary home computer and

word processor, such as the Amstrad or Case, fitted with a modem which converts its digital output into an analogue form which can be transmitted down the phone line to provide a direct two-way link with head office and with other workers' homes. A printer can be combined with a fax machine, capable of sending photocopied documents down the same line. Add a telephone answering machine, and the total outlay so far need be no more than £2,000.

Not everyone, however, will be able to play the teleworking game. The most obviously disqualified are those whose jobs involve continual face-to-

face contact with others - teachers, bank tellers, nurses, shop assistants and so on. The range of commuters who can - accountants, lawyers, planners, researchers, sales reps and all kinds of middle management and clerical staff - is far greater.

But how will teleworking cope with the lack of office fellowship, and living on top of the job? And won't the employers lose the benefit of having staff on hand for meetings and the exchange of ideas? "We have assumed that most teleworkers will spend at least some of the week at an office and the rest of it at home," says Tyrrell, whose analysts have produced a 53-page report on the teleworking phenomenon. "It will be many years before the total electronic cottage comes into being."

Whatever the snags, the prospect of getting paid for not going to work seems attractive enough to catch on.

William Greaves

## SCIENCE REPORT

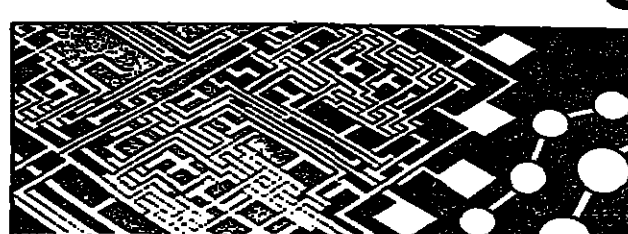
## Incredible shrinking chips

The prospects for computers made from synthetic organic molecules are brighter today, following a report in *Nature* from scientists at Cambridge University.

Richard Friend and his colleagues at the Cavendish Laboratory have fabricated high-performance electronic devices from polyacetylene - a chain-like molecule containing only carbon and hydrogen.

Much of the progress in electronics today - from building more powerful computers to developing a pocket television - relies on the ability to make individual electronic components smaller. A typical silicon chip five millimetres square may contain up to 10 million components (transistors, diodes and the like) and many people feel that this is close to the maximum packing density achievable with conventional technology, which relies on inorganic semiconductors.

This limitation has led physicists to turn to "molecular electronics", in which organic molecules, containing mostly carbon and hydrogen, take the place of the inorganic materials silicon and germanium.



PAUL BRYANT

The ultimate aim is to create "designer molecules" with pre-selected properties, so that each component in an electronic circuit might be a single molecule, perhaps only one hundredth the size of its silicon equivalent.

Before that day comes, there is much to be learned about how to synthesize organic materials with favourable electronic properties, and the Cambridge group's work is a significant step in this direction. They use polyacetylene, one of a useful class of substances known as polymers, which consist of large molecules made by joining together smaller molecules in a long chain.

Since the mid-1970s, some polymers have been known to have good electrical conductiv-

ity; indeed, suitably treated polyacetylene can conduct electricity nearly as well as copper. But until now attempts to use polymers in electronic components have been frustrated by problems in chemical processing which makes it difficult to melt and purify the materials and fabricate the very thin films needed for devices.

Friend's group has got around this problem by using a preparation method first demonstrated by J.H. Edwards and W.J. Feast, at the University of Durham, who made a solution of a polymer which is chemically related to polyacetylene but is readily soluble.

Films from this solution, as thin as 20 millionths of a millimetre, are then deposited

on to an appropriate surface, and the polymer is converted to polyacetylene by heat treatment. In this way, layered structures can be built of semiconductor, metal and insulator, just as in conventional chips - the only difference is that the semiconductor layer is polyacetylene, rather than silicon.

Although the Cambridge developments do not yet threaten conventional technology, they open the way to new applications that would not be possible with inorganic semiconductors.

An important application of organic electronics will be in the control circuits for biosensors - devices which use a chemical reaction to monitor levels of a particular molecule, such as oxygen in blood. Whereas the harsh processing techniques required to make silicon chips would destroy some biosensors, polymer technology could allow a sensor to be integrated into the same chip as its control circuit, so that the whole device could be smaller.

Laura Garwin

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ON THE RECORD



## HEALTH

# Surgery to soothe the soul

The death of a boy with 'bat ears' has focused attention on treatments for deformities. Liz Gill talks to a surgeon about the way in which children's lives and looks can be transformed

When plastic surgeon Barry Jones sees a new patient he always asks what nicknames the child has had to bear. That way he can gauge the extent of the teasing and the victim's reactions to it. Taunts, stares, overheard remarks can be unbearable, as they were for Simon Boot, the 12-year-old who died as he was being prepared for an operation to pin back his protruding ears.

His death appears to have been the result of a critical reaction to the anaesthetic and, as such, is statistically rare. But his case highlights the dilemma faced by all disfigured children and their families: what price a normal appearance? Conditions such as facial abnormalities, cleft lips, birth marks, the "mongoloid look" of Down's syndrome are not life-threatening but may be life-spoiling.

Jones, a consultant at Great Ormond Street Hospital for Sick Children, says: "Of course it would be very nice if society did not discriminate against those who looked different, but it does. We can't change society but we can change children's faces. It seems reasonable to try to help them look like everyone else if that's what they and their parents want."

"It is difficult to know where function ends and cosmetic considerations start in children. It is not as clear-cut as with, say, a face-lift. But even with adults you get very different experiences. If you have two men with similarly huge noses, one will be in showbusiness earning a fortune from it, the other will be driven out of his mind."

"With most conditions in children, surgery tends to produce a functional advantage — after it the patient can eat or breathe or speak more easily. But take something such as a cleft lip where there is no cleft palate. You could argue that an operation there would be only cosmetic. But even a cosmetic operation can result in enormous benefits. Parents say that as result of them their son or daughter has been transformed from being shy and introverted into being confident and happy," Jones had one case of "bat ears" where a son's

successful operation prompted his father to have the same. "He'd had a lifetime of teasing."

However, plastic surgeons must be wary of parents pressing for inadvisable operations. "I had a case recently where parents were really twisting my arm to operate on their baby's strawberry birthmark. These usually shrink as the child gets older and, obviously, I said no."

Jones generally tries, however, to make the child look as normal as possible before he or she starts school — some cleft lips can even be repaired within days of birth now — unless there are good reasons to wait. "This does pose a dilemma. With some conditions, delaying surgery until growth is complete means the patient may need only one operation rather than two. On the other hand, you have the chance to make the child look better during an important development period. There is no absolute right or wrong in all this."

He points out that in a healthy child the risk of complications is remote, but he nevertheless counsels families about possible problems with anaesthesia and post-operative infection, as well as any specific operative hazards, such as the nearness to a nerve, the chance of a blood clot, and so on. Just as vital are emotional considerations — the separation from home, the absence from school, the possible pain.

Jones's colleague, psychologist Dr Richard Lansdown, says that wherever possible the doctors involve the child in decision-making. And he acknowledges that there can be difficulties when parents are more keen on surgery than their offspring.

"Rejection of a disfigured child by its parents is, fortunately, extremely rare. But if parents were so concerned that it meant the difference between a child living at home or in an institution, there would be very good arguments for doing something that would make for an easier relationship."

A clue to good recovery is how successfully the child can be prepared for hospitalization. The more intelligent the child, the easier this is. On the other hand, Lansdown says, low intelligence, even mental handicap, does not automatically preclude a child. "If



Barry Jones, a plastic surgeon at Great Ormond Street Hospital: the pictures behind demonstrate the dramatic difference that surgery can make

### 'It would be nice if society did not discriminate against those who looked different, but it does'

anything it may be even more important to help such children because their face might be all they have. The brighter child probably has more to offer the world."

In theory, he says, disfigured children might be expected to be very disturbed. In practice, that is not the case: they have no higher rates of maladjustment or delinquency. "But they may have achieved this normality at some expense. They have had to force themselves to go out, to meet people, make friends. Their deformity gives them another burden in life. Adolescence can be a very hard time, particularly for girls. Many young people become very depressed."

"Society tends to judge by appearance. Some studies have shown that better-looking children

get higher marks, better-looking criminals lighter sentences. One report even suggested disfigured adults earned less."

Doreen Trust, whose facial port-wine stain has brought slights and stares all her life, founded the Disfigurement Guidance Centre, in Fife, to help individuals cope with their handicap and to campaign for tolerance and understanding. "It is no good putting the child through an ordeal if it is still going to look freakish," she says. "A surgeon once offered to remove my birthmark but he would have had to remove my eyebrow as well. I now bless my mother for her courage in refusing. If you're going to change something that is not very nice into something that is downright sinister, then forget it."

Generally, however, she believes what is good for the family is good for the disfigured child. "If parents can cope, a child is taught to cope. But it is very, very difficult for parents. Brothers and sisters can suffer, too. The child with the deformity gets attention, praise, days out, the other one might get all the teasing. If the parents could not bear it, then surgery probably would be justified because the whole family would benefit."

Recent advances have meant that a great deal can be done to alter the facial characteristics of Down's children: tongue reduction, nose reshaping and alterations to the eyes. Where distortions are gross, surgery may bring real physical benefits but there is still much controversy in

cases where the impetus is primarily cosmetic.

Sue Brooks, director of the Down's Children Association, says: "We take no sides but we would always ask the family what they feel is the need for the operation. Is the underlying reason the fact that they haven't adjusted to the handicap? In the end, although the child might look normal, it will still be handicapped. Perhaps we should accept and be proud of these boys and girls and help society change its views."

Dr Stephen Herman, consultant paediatrician at the Royal National Orthopaedic Hospital, says that with younger children the impetus for an operation usually comes from the parents. With older children it comes from

themselves. He has found this case with leg lengthening procedures, where there has been equality of growth between different sides of the body. A brace is inserted into the bone a turned a little every day. "It is quite as painful as it sounds but several weeks in hospital. But children always seem to think worthwhile."

Cleft lips and palates are among the most common facial abnormalities, affecting one 700. Jill White's daughter, Traci, underwent seven operations the defect. Now aged 27, she has only a very slight scar.

"You would never imagine looked as it did," says her mother, a founder member of CLAPA, Cleft Lip and Palate Association. "Of course everyone realizes there are risks to surgery but I don't think there is a choice. You can't have a child go through life looking like that when so much can be done."

Five-year-old Charles O'N was born with a dark brown birthmark covering nearly the quarters of his arm. After an hour-long operation, his parents, John and Renate, from Wetherby, West Yorkshire, opted for surgery. It involved two operations and a skin graft.

"I'm glad now that we have done but it was the most terrible," says his mother, who runs the Naevus Support Group (for melanocytic, strawberry port-wine birthmarks). "We worried he might be psychologically harmed or hate us for it. We were told there was a chance he might become malignant later so that was the ultimate factor making us say yes. But cosmetic considerations were paramount. We thought how I feel playing games or swimming."

Rachel Lunney has Apert's syndrome, a cranio-facial deformity caused by restricted skull growth. Now five, she has already had first operation to relieve pressure on her brain. In a couple of years she will undergo facial surgery to make her appearance more normal.

Her mother, Deirdre, of Charlbury, in Oxfordshire, the syndrome's support group. "The first operation was a miracle of life and death so we had a choice," she says. "With second, having taken me advice, we still consider the are worth it for her, for her quality of life. I'm afraid the world judge by appearances. In the few months she seems to become more aware of the that she looks different. She now if she sees a video of hers

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## Side-effect of the Games

Most of the women athletes gathering in Seoul are likely to be spared one worry which affects most women when they travel: they are unlikely to be caught out by the alterations of the menstrual cycle which are often induced by a change in routine or location. Most women athletes do not menstruate; their periods are inhibited by the amount of exercise they take, the tension of their lifestyle, and often a commitment to a poorly balanced and sometimes frankly inadequate diet. At an earlier Olympics, 18 of 23 women athletes in a pre-Games health check never had periods. They had developed secondary amenorrhoea — a failure to menstruate in a woman who has previously had regular periods — when they started training.

Ballet dancers suffer in the same way. A study in Australia a few years ago showed that pupils of a ballet school lost their periods during term time, but returned to normal in the less stressed, better fed environment of their own homes during holidays or even sick leave. Researchers at an American university

### MEDICAL BRIEFING

Dr Thomas Stuttford

showed that the composition of diet was a factor. Some of the women athletes who had secondary amenorrhoea resumed having periods when they ate red meat.

Miss Gillian Rose and Mr Keith Edmunds, gynaecologists at Queen Charlotte's Hospital, Hammersmith, have reviewed the causes and treatment of secondary amenorrhoea. In *The Journal of Family Medicine* they estimate that 90 per cent of cases are due to disorders in the hypothalamus or pituitary, glands lying close to the brain which regulate the body's reproductive system. Anything that interferes with the normal action of the hypothalamus/pituitary axis may interrupt menstruation. These causes include weight loss due to anorexia, food fadism, stress (including excessive ex-

ercise training), and a variety of drugs. The pituitary function can also be influenced by primary disease of the gland, the most common of which is a prolactin-secreting microadenoma, a very small benign tumour. Ten per cent of all women have a pituitary microadenoma which is asymptomatic, but they account for 25 per cent of cases of secondary amenorrhoea. Less frequent causes of loss of periods include thyroid disease (either too much or too little thyroid), Cushing's disease of the adrenal gland, kidney disease or actual dysfunction of the female reproductive system, the ovaries or uterus. Treatment depends on an accurate diagnosis but often no drugs are needed, merely a change in lifestyle. Patients can be firmly reassured that should they want to conceive the outlook is good, for many of the causes of secondary amenorrhoea are now amenable to treatment. Women athletes should note that the changes an exercise regime induces in their reproductive system might lead to osteoporosis, feeble bones, in later life.

### Fish against fat

Over the past few years 143 middle-aged, non-obese, non-smoking, non-drinking men have been supplementing their usual diet of beer, chips and hamburgers with concentrated fish oil to see if a few teaspoonsful would provide that elixir of life which seems to protect the Eskimo and the Japanese fish farmer from coronary heart disease, rheumatoid arthritis, psoriasis and autoimmune disease. Nutritional experts gathered this month in St John's, Newfoundland, the home of deep sea fishing, to hear the evidence. *Hospital Doctor* magazine reports that Dr Reg Saynor, biochemist at the Sheffield Cardiothoracic unit, told the conference that the results of the experiment were encouraging. Levels of the serum triglycerides, one of the blood fats implicated in heart disease, fell by 57 per cent in the first month of treatment, but in order to achieve significant falls in the levels of low density cholesterol, the other villain in the blood fat/heart disease story, treatment has to be prolonged for several months. Taking four teaspoons of fish oil daily had an obvious effect on patients with angina: when taking it they noticed that their attacks were becoming

less frequent, and their doctors needed to prescribe fewer tablets of glyceryl trinitrate to keep the attacks at bay. Overcoming the lack of palatability of fish oil has been a problem, but this has been largely overcome by prescribing it in a capsular form. Dr Joel Kremer, a rheumatologist from the Albany Medical College, New York, described the effect of fish oil on 63 of his patients with rheumatoid arthritis. They had been enrolled into a trial to compare the effects of high and low doses of fish oil; other patients acted as a control by taking olive oil only. The deep sea fishermen must have been delighted to learn that the improvement in the patients bore a relationship to the amount of fish oil they took: 23 of the 46 on a high fish oil intake did best (in some cases the improvement lasted for some time after the treatment was discontinued), eight out of the 45 on low doses improved, and only five of the controls taking olive oil showed any improvement. Deep sea fish contain two fats, eicosapentaenoic acid, and docosahexaenoic acid.

These fats, usually abbreviated for convenience to EPA and DCHA, remain liquid even at the extreme cold of the seabed. The property of the fats is not lost by deep frying, steaming, poaching or (perhaps the best way of cooking fish) microwaving.

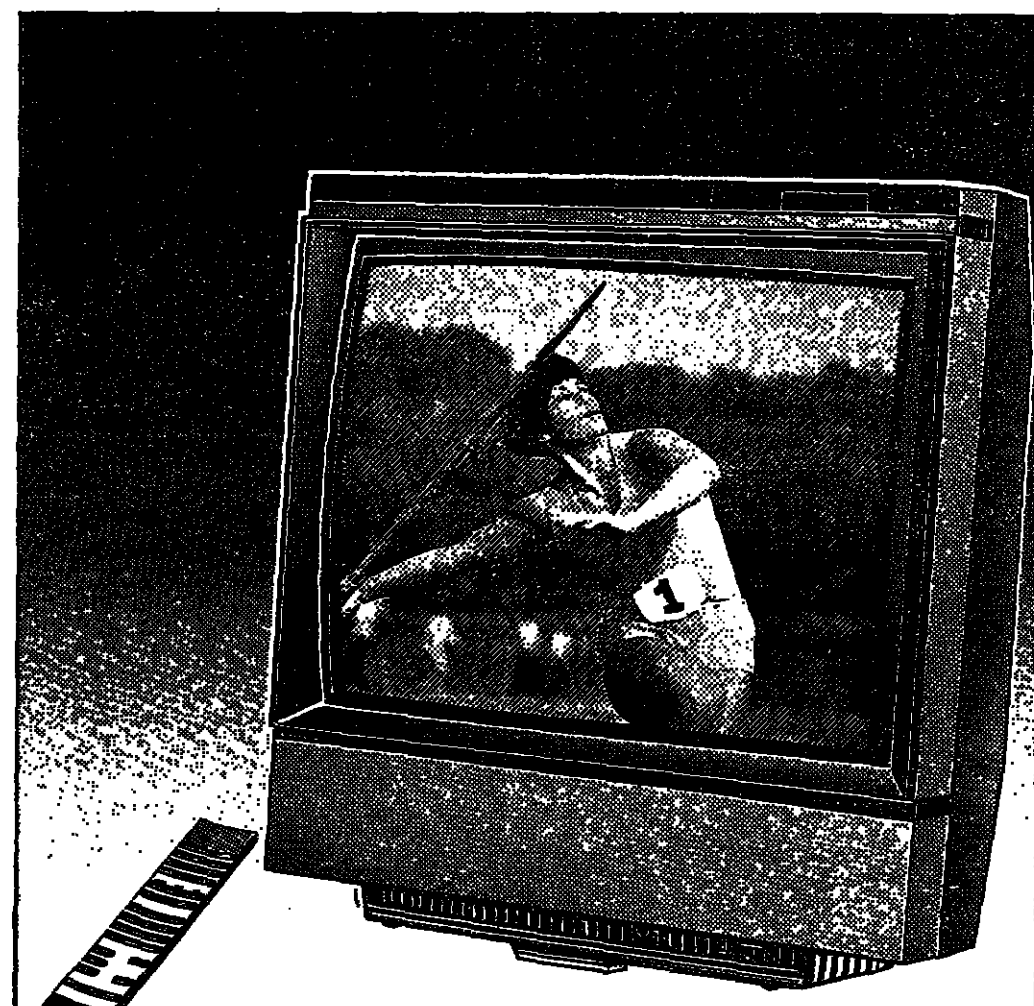
### Insulin warning

The British Diabetic Association has again warned that patients may experience some changes in their reaction to hypoglycaemia, low blood sugar following insulin injections, when they change to newer forms of insulin, human insulin. Hypoglycaemic attacks induced by human insulin seem to give less warning than the older insulins, so the association stresses the need for doctors and pharmacists to explain to patients that the type of insulin they are taking is being altered and the changes that may follow as a result — these changes are reduced in severity if they stick to the same manufacturer. If current French research is successfully completed, hypoglycaemia will be easier to treat in the future. When a diabetic becomes hypoglycaemic following too large a dose of insulin, he or she starts to behave and look like a drunk; aggressive, truculent, unco-operative, sweaty and shaky. At this stage they can be treated with sugar or glucose by mouth but when they lapse into unconsciousness they need an intravenous injection of glucose from a doctor, or a intramuscular or subcutaneous injection of glucose (this can be given by a trained relative). *The Lancet*

reports that doctors at the Hotel Dieu hospital in Paris are working on an intranasal spray of glucagon, which could be given by relatives if the patient is unconscious, or by the patient himself if he is still *compos mentis*. The glucagon is rapidly absorbed through the nasal mucosa causing a return to a normal blood sugar level within seven minutes, thereafter there is ample time for the patient to take some carbohydrate by mouth.

### Staying alert

Patients who have psoriasis should be careful of taking the tranquillizer Triludazine, a non-anticholinergic which has been of such immense value in treating hay fever, other types of allergic rhinitis and itchy skin in those patients who need to keep an alert mind, including those who have to drive or even fly. The report in the *Journal of Clinical and Experimental Dermatology* quotes a case where it appears that a patient's psoriasis was made so much worse by taking terfenadine that his life was in danger. As yet there is insufficient evidence for psoriasis to be considered a definite contraindication to the use of this drug, but in these cases it might be a wise precaution to use one of the other non-sedating antihistamines.



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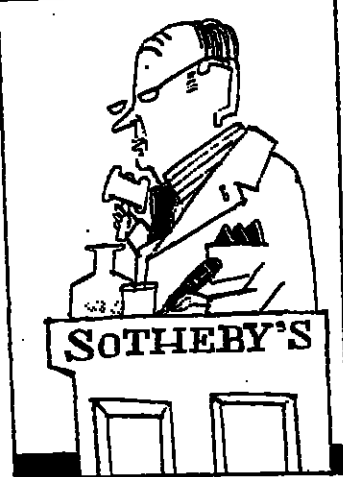
# TIMES DIARY

ALAN COREN

Whether we should attribute it to mere chance or to a hitherto unreported and somewhat un-  
witting element of the postal strike, I  
must say, but the only letter which  
managed to get through to me after the  
barne down last week was from Bulgaria.  
There he Comintern mules within the  
tion of Communication workers, bur-  
ring through the mist mountains and  
aging Citroënes and gas bills and  
its and billets-doux into picket-guarded  
in order to destabilize and disrupt, but  
ping egress to what might be urgent  
sages between international conspir-  
ers? There is no way of being sure, but  
I ever been my rule of thumb, when  
ional disorder threatens, to check whether  
re's a Balkan loitering on the 39th step.  
The letter itself served only to confirm  
pictions, though of what it was impos-  
sible to guess. Postmarked Gabrovo, it  
ne from something called the House of  
mour and Satire, which might have been  
thing from a sideshow at some Bulgarian  
ce. Eyre, offering bearded ladies and  
singing fleas, to one of those emporia that  
sneezing powder and sebackscopes  
buzzers which go off when you shake  
ids or, in this case perhaps, embrace a  
iting trade mission.

Leading on, however, I learnt that the  
use of Humour and Satire claimed to be  
academic institution "devoted to the  
dy of jokes", which was generously  
iting me to Gabrovo to deliver a guest  
ure on *The Role of Humour as a Political*  
giant. How simultaneously daft and  
gnant! Do these good folk still cleave to  
fond belief not only that humour can be  
essed at all, but also that jokes can make  
: what of difference to the way the world  
altered? The role of humour is to make  
e fall down and roll about on the Ax-  
ter, and that is the top and bottom of it.  
r am I simply the intended victim —  
ce the unallayed suspicions — of a practi-  
cise, cooked up by mischievous Bulgari-  
who are themselves falling about, at the  
ugh of seducing vainglorious Western  
ibles to Gabrovo, to be met at the airport  
oots, catcalls and sneezing powder?

BARRY FANTONI



"If you can't be seen at the back, sir,  
might I suggest an early bid for the  
platform heels?"

Though I have never been able to re-  
member whether Keats died Autumn  
with twittering swallows gathering in  
skies or gathering swallows twittering  
in skies (you can, incidentally, become  
ing by trying to decide whether it  
ters which), I have always suffered acute  
g at other tell-tale signs of summer's  
e being foreclosed. It is possibly some-  
e to do with being mortal, but whatever  
that sharpens the September senses, I  
honing flat out last weekend.

glimmer of afternoon sunshine having  
ed me to the playing-fields across the  
I, I found in progress a cricket match so  
gent with time's resonances as to make  
eyes prick, fill and swim — had swallows  
ded to gather in the skies, I should have  
to rely on the twittering alone to draw  
e fluttering gamely at one another in what  
not only the last match of the season but  
ht very well, from the look of it, have  
the last match of their careers — it  
id have taken an orthopaedic experi-  
far beyond my own to distinguish  
fidently between the snick of bat and the  
c of joint.

nd then, with the actual and the  
aphorical gloamings fusing for the final  
r, the groundsman's tractor rolled up to  
boundary with its dear winter load;  
as the old men clapped one another in  
a the darkling field, they were passed by  
groundsmen's tactlessly youthful  
abboys carrying out rugged posts. Which,  
as the old men's studs were clattering  
he pavilion steps, they began to put up  
he suddenly-former cricket field.

Peter Palumbo, the Office of  
Arts and Libraries emphasized  
yesterday, is a serious devotee of  
the arts. While he might be better  
known for his collections of  
Warhols and Hockneys, his vin-  
tage cars and his reverence for  
the unfashionably fashionable  
architect Mies van der Rohe, he  
is also an enthusiastic and  
regular visitor to the theatre, the  
ballet and the opera. It is  
unlikely, however, following his  
appointment yesterday as chair-  
man of the Arts Council of Great  
Britain, that his evenings will  
ever again consist of pure,  
aesthetic joy.

As he travels the country in  
the coming months, talking to  
care-worn provincial theatre  
managers, belligerent directors  
of regional arts associations and  
beleaguered arts-centre man-  
agers, it will be made abundantly  
clear to him that behind every  
curtain call lie low wages, strug-  
gles for funding and fears for  
future seasons.

He will be told that the  
Government is no longer  
committed to public funding of  
the arts in the way that would  
have been understood by his  
predecessors, from Lord Keynes  
to Sir Kenneth Robinson. While  
he will be sympathetic to the  
increased emphasis on self-help  
and private funding demanded  
by the Office of Arts and

Andrew Billen on the challenge facing the Arts Council chairman

## Palumbo into the pit

Libraries, his hair may occa-  
sionally stand on end when he  
hears individual horror stories of  
private sector neglect.

Famously, Sir Peter Hall, the  
outgoing director of the National  
Theatre, cites *'Tis Pity She's a*  
*Whore* as one embarrassing  
titled production that no busi-  
ness would sponsor. Philip  
Hedley, artistic director of a  
successful theatre in east Lon-  
don, working genuinely attrac-  
tive, local, working-class and black  
audiences. After two years he had  
raised a total of £2,000. Com-  
panies, Hedley says, all gave the  
same reasons for saying no: the  
plays were too new, or they were  
too controversial, or the the-  
atre's audience was so mixed it  
was not a target market.

In a speech to the Council of  
Regional Arts Associations in  
July last year, Richard Luce, the  
Arts Minister, made it clear that  
in future a proportion of govern-  
ment funding would be ear-  
marked to help local companies

improve their marketing and  
sponsorship. Lord Rees-Mogg,  
the present Arts Council chair-  
man, determined that if the  
scheme was to exist it should be  
run from council headquarters at  
105 Piccadilly, and immediately  
set about constructing an in-  
centive funding scheme.

The first signs are that it will  
be as difficult to operate as many  
feared. A thick book of rules has  
had to be simplified; of clients  
chosen to apply for a test run of  
the project this summer, one had  
ceased trading and another with-  
drawn its application by the time  
the money was to be handed out.

Palumbo will not only need to  
make sure the scheme's teething  
problems are overcome but to  
persuade clients that its success  
will not endanger their core  
funding. Although the scheme  
accounts for only £3.5 million of  
the Arts Council's £150 million  
annual budget, Sir Roy Shaw, a  
former secretary general, has  
repeatedly claimed the scheme is  
eroding the traditional "art's

length principle" that has  
stopped the council from becom-  
ing an adjunct of government.  
Richard Eyre, the new artistic  
director of the National Theatre,  
said pointedly yesterday that he  
hoped that Palumbo would be "a  
passionate advocate for subsidy  
of the arts rather than an  
apologist for government  
policy".

The crossfire in which any  
Arts Council chairman in  
tending now finds himself has  
tended to obscure Lord Rees-  
Mogg's achievements in prising  
money from the Treasury. Peo-  
ple remember Sir Peter Hall  
standing on a coffee table accus-  
ing Rees-Mogg of betrayal,  
rather than his warm congratula-  
tions some months later in 1985  
on the rational argument for arts  
subsidy contained in the coun-  
cil's document, *A Great British*  
*Success Story*.

When the abolition was an-  
nounced of the Greater London  
Council and the six metropolitan  
county councils, each a major

arts funder, the Government  
originally set aside only £16  
million in replacement  
subsidies. Lord Rees-Mogg,  
arguing for £35 million, finally  
won £25 million. He has  
successfully ensured a three-year  
funding package for the council  
that takes its grant from £138  
million last year to £160 million  
in 1990. He was also successful  
in finding another £3 million for  
regional arts.

It will be one of Palumbo's  
tasks to decide whether to  
endorse or curtail the council's  
recent interest in Westminster  
politics. In recent months it has  
called for arts funding to be  
excluded from the usual restric-  
tions on local government  
spending, criticized the Edu-  
cation Reform Bill's narrow  
definition of the arts, protested  
at Section 28 of the Local  
Government Act, which pre-  
vents local authorities from in-  
tentionally promoting homo-  
sexuality, and criticized the  
leasing of the Lyceum Theatre.

As a result of a bullish  
interpretation of a paragraph in  
its charter about its advisory  
role, the Arts Council has en-  
sured that when the Copyright  
Bill finally receives Royal Assent  
this summer it will give artists  
considerably more rights than  
were envisaged by the Govern-  
ment in its 1986 White Paper.

Now that the principle of  
parliamentary lobbying has been  
established, pressure is mount-  
ing on the council to campaign  
for tax relief on the arts in next  
year's Budget. Any such  
sharpening of the council's po-  
litical profile would assuredly  
sound alarm bells within the  
Conservative Party.

As if aware that he is walking a  
tightrope, Luke Ritner, the  
council's secretary general, has  
issued an internal memorandum  
insisting that his approval must  
be sought on all future political  
campaigns and instructing that  
the Office of Arts and Libraries  
must be informed of the coun-  
cil's position before any polit-  
ician is approached.

Peter Palumbo, when he finds  
time to turn away from the  
balance sheets and incentive  
funding applications, must de-  
cide whether it might not be  
wiser to have the Arts Council  
retreat from the political arena  
altogether.

Bernard Levin

## Your salvation's in the post

Much has been said  
about the cause of  
the postal strike, but the most in-  
teresting aspect of  
it has been the least touched  
upon. Everyone knows that the  
trip-wire was the union's in-  
tention to pay  
bonuses to recruits in areas  
where there is a shortage of  
labour. The bang the trip-wire  
set off was the union's insistence  
on the repeal of the law of supply  
and demand; if pay has to be  
higher in London than in Scun-  
thorpe to keep the counters, deli-  
very-beats and sorting-offices  
manned, then so much the worse  
for London — or, more precisely,  
so much the better for Scunthorpe.

I cannot see what is so heinous  
about such a claim; it is  
ridiculous, certainly, but it is just  
the kind of try-on that union  
general secretaries are supposed  
to be paid for. But behind the  
absurdity there is a fascinating  
reality: a tide is coming in, and  
Mr Tiffin (and for that matter  
Mr Todd and Mr Bickerstaffe)  
are only building ramparts of  
sand and sugar to keep it out.  
Sooner or later, employment in  
this country, throughout the  
entire economy, will be based on  
the principle of unequal pay for  
unequal work: the bricklayer  
who lays 1,000 bricks a day will  
always earn twice as much as the  
bricklayer — on the same site, in  
the same union, with the same  
tools, at the same wall — who  
lays 500.

Piece-work is hardly rare; it  
can be found everywhere in one  
form or another, and several of  
Scargill's Last Stands were based  
on its condemnation. But its  
ramifications throughout soci-  
ety, not just throughout pay-  
structures, are — or at least soon  
will be — crucial to the nature of  
society itself.

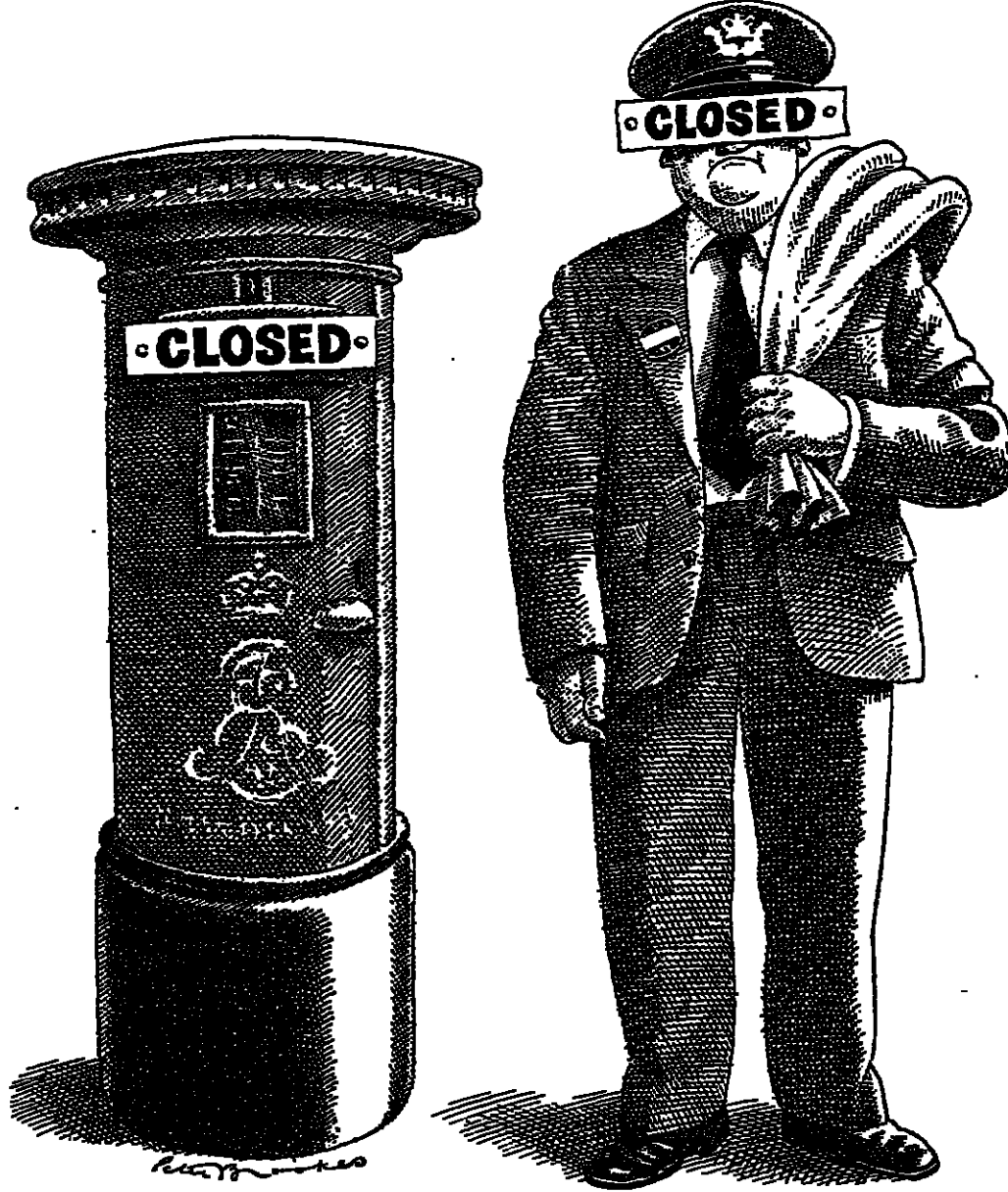
For many years now, the  
chimera of equality has been  
pursued in almost every area of  
our national life, to the great  
detriment of the life. Let me  
give an example. A year or two  
ago, a journalist I know set out to  
discover what was the situation  
of exceptionally gifted school-  
children in the state sector —  
what their particular needs were,  
what provision was being made  
for them, how schools differed in  
the way they dealt with the

phenomenon. She returned from  
her quest with nothing to show  
for it; she could hardly find a  
single school head who was  
willing to admit that such child-  
ren existed, so terrified were they  
of challenging the received wisdom.

The urge to achieve what is  
called equality but is in truth  
uniformity has taken many  
forms, one of the most obvious  
being the consistent denunciation  
of private health treatment  
(as well as, of course, private  
schooling). The demand for the  
abolition of private medicine is  
based on the claim that not  
everybody can afford it; the  
more honest abolitionists are  
willing to admit that abolition  
would not do any good to the rest  
of the population, but they  
nevertheless continue to ad-  
vocate it. But if abolishing  
private medicine and schools  
will not improve the NHS or the  
state education service; what  
would it achieve? Only another  
advance towards uniformity; I  
bet there are still local authori-  
ties who insist on their council-  
house tenants painting their  
front doors one standard colour  
from end to end of the street.

Why does the most  
glorious fact about  
the human race —  
which is that no  
two members of it  
are identical in character or ability  
— strike such terror — and,  
more significantly, rage — into so  
many breasts in our world? Of  
course, tyrants want, indeed  
demand, uniformity, for any  
deviation from the norm threat-  
ens their rule, but I can't quite  
see Mr Tiffin staging a coup,  
taking over the country and  
sending those who will not  
conform to the Clackmannan-  
shire salt-mines. (Particularly  
because he can't even control his  
members. The "24-hour" strike,  
in the central area of London in  
which I live, was a complete  
shut-down immediately, long  
before the excuse of "blackleg  
labour" could be put forward;  
the boxes were sealed in the first  
hour of the 24, and since then no  
post has gone in or out.) We  
haven't recently heard that cli-  
ché "the politics of envy", which  
is a good sign; presumably the  
thing itself is dying out. Yet what  
it implied is not dead; the princi-  
ple that no man should be allowed  
to get ahead of his neighbour  
still exists, and is still advocated.

I know of no other human  
aberration that has lasted so long  
and so tenaciously as the belief,  
which is contradicted in the  
experience of every human  
being, that equality can be  
achieved; I suppose that the  
claim in the Declaration of  
Independence that "all men are  
created equal" is the most  
extreme single untruth ever ut-  
tered in the entire history of



human communication. Yet it  
still exerts a baleful influence on  
countries such as ours; it may  
have to disguise itself as "equal  
pay for equal work" or "equality  
of opportunity" (as if opportu-  
nity was, or could ever be, evenly  
distributed among all citizens),  
but it is the same old yearning  
none the less.

Now Mr Tiffin can recognize  
a Trojan Horse well enough if it  
neighs at him with sufficient  
vehementness. Once concede that  
two postal workers at the same

job may get different wages, and  
the end of the world is at hand,  
even if the difference is caused  
only by the necessity of attract-  
ing workers to keep the service  
going, because the next step will  
be the rewarding of Postman Pat  
more generously than Postman  
Mike on the ground that Post-  
man Pat has worked harder and  
achieved more.

It is not difficult to spot the  
fallacy in the scenario, I have  
constructed. Exactly why should  
the principle of "do more, get

more" be so dangerous? I shall  
answer that question with  
another. What is to stop a union  
leader proclaiming proudly that  
he has negotiated with the  
employers a sliding scale of  
wages, according to which those  
members who do the most work  
most rapidly and efficiently will  
get more pay, with no ceiling to  
the offer, so that any worker  
willing to put in 36 hours a day  
will sooner or later find himself  
being paid an infinite sum?

Well, what is to stop him?  
Only the ball and chain of  
"equality", which he feels  
obliged to drag after him to the  
end of time, because he has been  
dragging it since the beginning  
thereof. I have asked, again and  
again, why the members of  
American, German and Japa-  
nese unions have never cared if  
the boss has a new and bigger  
Cadillac, Mercedes or limousine  
every year, provided that they  
had a new and bigger Ford,  
whereas in Britain many would  
happily have foregone the new  
Ford altogether, if it would help to  
stop the boss getting a new BMW.

But that attitude is changing  
fast now, as the new-found  
confidence of union members,  
together with their new-found  
prosperity, persuades them to  
move out from the old shadows;  
it is no coincidence that the  
industry in which the shadows  
are still darkest is the Post  
Office, the most ossified of the  
nationalized enterprises. I have  
often said that the only power  
our union leaders have is the  
power to keep their members  
poor; but I shall soon have to  
stop saying it — not because the  
union leaders have changed but  
because the members have, and  
are demanding the right to  
pursue their ambitions un-  
hindered. There is not much sign  
yet of that demand in the Post  
Office, but give the union's  
members a sniff of a carrot in the  
form of monetary incentives,  
together with a sight of a stick in  
the form of an assault on the  
monopoly, and Humpty Dumpty  
will come off the wall with a  
crash, only to learn that all the  
king's horses and all the king's  
men are too busy raking in the  
overtime pay to even attempt  
the task of putting him together  
again.

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Commentary • JACK STRAW

## One law for the rich school

If a child goes to a state school  
and fails, the parents blame the  
school. If a child goes to a private  
school and fails, the parents  
blame the child.

This is Straw's law of schools.  
Like most such laws of social  
behaviour (and especially those  
derived from the instinct of a  
politician rather than the rigour  
of an academic), this "law" is a  
gross over-simplification — some  
may say a parody — of how  
parents react to the under-  
performance or misbehaviour of  
their children. None the less, this  
bald statement of who is to be  
blamed when things go wrong is  
based upon observable truths.

Children develop at different  
rates; by definition, not all can be  
first. I remember a Parisian  
friend of ours instructing us to  
stop worrying about when one of  
our children would walk, since,  
as he said, all normal children  
will by the age of 21 be able to  
walk, talk and have all their  
second teeth. But it is always  
easy to be relaxed about the slow  
progress of other people's child-  
ren. It is very different when the  
children are your own.

For all social classes, at all  
times, the pressure upon parents  
for their children to achieve is  
intense. Some of that pressure  
has great benefits; we serve well  
neither society nor the individ-  
ual child if we have low expecta-  
tions of what any child can do. It  
is a child's reach, as well as a  
man's, which should always  
exceed his grasp.

But some of the pressure can  
be too intense. If the child is not  
reading as well as the parents  
think it should, and is finding

social relations difficult, then  
quite often, if the child is at a  
state school, it is the school  
which is thought to be at fault.

In our society the notion that  
"the best must be best", and that  
if goods or services have no price  
they must have no value, is very  
powerful, never more so than  
today. So financial sacrifices are  
made. A place at a private school  
is found for the child; and then  
both the child and the parents  
are stuck. There is rarely any  
going back. If the child succeeds  
it is down to the new school; if  
the child fails, it cannot be the  
school. "We've spent all this  
money on your education, and  
look what you've done."

Parenthood is a uniquely  
humbling experience. I have  
never criticized any individual  
parent for the decisions which  
they have made about the edu-  
cation of their children, and I  
hope I never will.

But it is important that we  
seek to understand why, as I  
believe, parents may judge state  
schools differently and often  
more harshly than they do  
private schools.

One reason, above all, is  
money. Bought is not necessarily  
best in my book — and these days  
we are constantly hectoring by  
ministers that problems are not  
solved "by throwing money at  
them". Yet the contrast between  
what the Government considers  
an appropriate sum to spend on  
the education of a child at a state  
school, compared with what it is  
willing to pay in private educa-  
tion, is stark.

The Inner London Education  
Authority has been rate-capped

for spending too much on  
children's education (more than  
any other local education au-  
thority) — £2,635 per secondary  
pupil this financial year. Yet  
almost every inner-London  
Headmaster's Conference second-  
ary school costs more —  
some a lot more.

Emmanuel College, SW11,  
charges £2,888 in fees, the City of  
London £3,192, St Paul's £3,728,  
Westminster £4,335, and for  
each of these schools, subject to  
parents' means, the Government  
is willing to pay the full fee for  
pupils under the Assisted  
Places Scheme.

There is one school where fees  
of £5,661 — twice the fee  
expenditure — are met under the  
scheme. Outside London the  
contrast is just as great. Metro-  
politan districts spend an av-  
erage of £1,551 per secondary  
pupil. There are very few Head-  
masters' Conference schools  
which charge less than £2,000  
per pupil.

More money means better  
pay, and better pay usually  
means better teachers. The In-  
terior Advisory Committee's lat-  
est report on teachers' pay shows  
that more than half of the  
independent schools paid teach-  
ers more than the state sector —  
in some cases a lot more,  
especially for the key group of  
experienced career teachers, the  
heads of department, the main-  
stay of any school.

This double standard is now to  
be repeated directly within the  
state-supported sector itself. Not  
only are the new City Technical  
Colleges receiving capital invest-  
ment from the taxpayer on an

heroic scale (£9 million for one  
CTC in Nottingham), but the  
CTCs are to pay their teachers,  
on average, 5% more and offer  
far more generous relocation  
expenses — of up to £7,000 —  
than any local education au-  
thority could afford.

Some private schools achieve  
outstanding academic results.  
But, in a sense, so they should.  
They can select their pupils by  
ability and (as at the CTCs) by  
parental commitment as well.  
Failures, academic or social, can  
be discarded, sent back to the  
state system, the educator of  
last resort.

There are many outstanding  
state comprehensive schools which  
achieve spectacular results. It is  
they who deserve the real praise.  
And while their teachers are paid  
less, they unquestionably have  
the more challenging job. No one  
surely disputes that it is far more  
difficult to teach a class of 20  
adolescents, from mixed back-  
grounds, in an inner-city  
comprehensive than it is to teach  
a class of 20 well motivated  
pupils from a homogeneous, and  
fairly prosperous, social group.  
Yet, as ever in our society, the  
rewards do not reflect the adver-  
sity of the job.

I am in favour of competition  
between schools; but that com-  
petition, to be healthy, must be  
fair. Today, the Government's  
double standard means that the  
dice are so heavily loaded in the  
state sector's favour that, sadly,  
Straw's law will continue to  
apply for many years to come.

The author is the Labour Party  
spokesman on education.

SEPT 8 ON THIS DAY 1807

These fulsome phrases and senti-  
ments were to turn sour when in  
1812 Russia was at war with  
France and Napoleon was beat-  
ing an ignominious retreat from  
Moscow.

FROM THE FRENCH  
AND DUTCH PAPERS

PARIS, August 26.

At eleven in the morning of the  
24th his Majesty the Emperor,  
being seated on his throne,  
received a solemn Deputation  
from the Legislative Body  
... Upon this occasion, M.  
Fontanes ... delivered the fol-  
lowing interesting Address:

"SIRE, The Legislative Body lays at  
the feet of your Majesty's throne,  
the Address of Thanks, to which  
they have unanimously agreed. It  
is offered, not so much to the  
Conqueror, as to the Pacifier of  
Europe. Let others, if possible,  
justly describe the wonders of  
your last campaign; the rapid  
succession of triumphs, by which a  
monarchy was overthrown and  
the still more heroic firmness,  
which patiently knew how to wait  
for and prepare the day of  
victory, in the midst of so many  
impediments thrown in the way  
by fortress, troops, and the  
inclemencies of the season. Let  
them direct our attention to  
those soldiers, who, equally in-  
defatigable as their Chief, lay  
encompassed with him six months  
together, in the bleak fields of the  
North, braving alike the frozen  
winners of Poland, and the glow-  
ing summers of Syria. Finally, let  
them picture that state of contin-  
ually-threatened repose, which  
was at length to terminate in a  
dreadful explosion; and, above  
all, that decisive moment, pre-

viously announced by yourself,  
when these frozen climes having  
become somewhat more tem-  
perate, favoured your genius with  
the opportunity of completing  
the victory, and compelling the  
vanquished to accept terms of  
peace. It is not our province to  
blazon forth such performances  
and military achievements ...

"We direct our views to much  
more cheering scenes. We would  
rather follow you to the banks of  
that river, where, divested of the  
pomp of war, two boats received  
two Emperors, and with them the  
future destiny of the world. A  
memorable day! A day to be  
celebrated in all succeeding ages!  
The two armies, drawn up ex-  
actly opposite to each other  
along the respective banks of the  
Niemen ... and in one instant,  
400,000 soldiers composed of  
Italians and Dutchmen, Scythi-  
ans, Sarmatians, Germans, and  
Frenchmen, laid aside their arms,  
and the two greatest Sovereigns  
on earth, met each other on a raft  
in the middle of the river, to  
adjust personally the affairs of  
their reconciliation. Alexander  
and Napoleon are united; the war  
is at an end; and a hundred  
millions of people again taste the  
blessings of peace.

"... The Treaty of Tilsit has  
left behind no further pretence  
for a Continental War. On that  
great day it was, that kingdoms  
and nations, the old and the new  
Powers, took their fixed stations;  
it was then that every thing  
became solid and secure.

"The nation, Sire, may now  
flatter itself with the hope, that it  
will not henceforth be for so long  
a period, deprived of your  
presence, and that its internal  
welfare and prosperity will con-  
tinue to increase under your  
paternal superintendence. The  
nation has well merited your care  
and affection ..."





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## FREE THE POST

The present postal dispute is thoroughly old-fashioned. The Union of Communication Workers objected to the Post Office offering supplementary payments to recruit workers. It staged a limited one-day stoppage. Less than a week later practically the entire mail service is at a standstill because Post Office management brought in a few temporary workers to clear the backlog.

There can be no excuses for such a rapid escalation of the dispute. The original union case was weak. The legality of the current action needs to be tested. The Post Office management does not seem to have appreciated the strength of feelings among its workers to the extra staff.

But whatever the immediate cause and outcome of events, it is more important that the opportunity be taken to review whether the legal framework for the Post Office is the right one. There have already been some significant changes. The 1981 Act limited the monopoly on delivery of letters to those charged at less than £1 and provided for its temporary suspension. The Post Office has been reorganised into separate profit centres. But the vast bulk of letter mail is still a monopoly preserve.

The fact that a person may be prosecuted in Britain today for charging 99p for delivering a letter is an economic absurdity which is particularly inappropriate in a world where systems for transmitting information are developing at such speed. While Mrs Thatcher's Government has been prepared to break many taboos it has so far been content to keep reform of the core business of the Post Office towards the bottom of its list of priorities.

In the course of the election campaign the Prime Minister confirmed that the Royal Mail was not for privatization. This attitude may have something to do with the long history of state involvement in delivering mail and its association with the Crown. It is also true that no other country has privatized the Post Office in the British sense. But the prospect of breaking new ground has never deterred Mrs Thatcher in the past where she thought this was the right thing to do.

More important than privatization is competition. In those areas where competition has been allowed the Post Office has rapidly developed its own services such as Datapost and Express Post in competition with an expanding number of private providers. The Government should now be prepared to allow

unrestricted competition in the letter mail. This could be done temporarily in the context of the present strike under the powers contained in the 1981 Act. But better would be to introduce legislation later enabling a considered and permanent change which would give competing services the assurance they need to invest.

Whether the Post Office itself should be privatized would be a decision for the next Parliament when there would already be a market of competing providers of postal services. This would make regulation much easier.

The standard arguments in favour of the Royal Mail monopoly are mostly specious. The absence of an organization the size of the Post Office already set up to compete with it should not discourage ministers from allowing such competition to develop. It would be astonishing if there were such an organization while competition is forbidden.

It is also argued that private companies would only be interested in bulk mail between large centres of population. The size of the "subsidy" which the Post Office derives from handling this mail can easily be exaggerated. Bulk users of mail already receive large discounts from the Post Office.

But to the extent that inter-city mail is subsidizing rural mail the size of the subsidy should be made explicit. City dwellers and bulk mail users should be able to enjoy the fruits of competition. Rural mail should be subsidized directly. The subsidy could be auctioned to the lowest bidder as it has been in the case of rural bus services.

Post Office Counters could also be made the subject of competition. The counters, which are responsible for 1,500 Crown Post Offices and 19,700 sub-Post Offices, derive much of their income from handling Government payments such as social security. Other high street offices could handle the business equally well — most obviously the banks and the building societies. They should be allowed to tender for this business. Competition would be least where the political sensitivities are greatest — in the rural sub-Post Offices.

The present dispute is a throwback to an earlier age. It should be the occasion for fresh thinking by the Government to bring the benefits of a free market in postal services both to consumers and ultimately to postal workers too.

## BRUSSELS TAKES CARE

There has been a certain nervousness among European industrialists at the EEC Commission's long-awaited plans to protect workers' rights after the completion of the single market for goods, services, capital and labour in 1992. There was some relief when those plans were unveiled yesterday.

The proposals are modest to the point of being vague, and are unlikely to embroil community leaders in any acrimonious battle over the creation of an EEC social policy — not for the time being anyway.

A number of commission officials, notably the president, M Jacques Delors, have been arguing for over a year that the programme for the internal market failed to make proper provision for those who work in it. Those were the people most likely to feel the adverse effects of the momentous changes which would be brought about by the movement for economic integration — so the argument ran.

M Delors had suggested that while the business community would be the main beneficiaries of Europe's economic renaissance, business executives could not expect to ignore completely the interests of their employees. He had warned business leaders that without the full co-operation of their workers, the creation of the market could be seriously impaired.

These warnings were echoed by political leaders in France, Spain and Greece, who between them will hold the presidency of the Council of Ministers until December 1989. All of them have made no secret of their intention to ensure that economic integration is matched by social integration — much to the irritation of Britain.

Their statements have also found strong allies among European trade unions, especially in this country, who would like to put once sacrosanct policies (the maintenance of full employment for example) back on to the political agenda. The European Trade Union Confederation, which represents some 44 million workers in 21 countries, has already demanded that the commission includes provisions in the 1992 programme to protect

workers' freedom to move around the community at will, to strengthen social security provisions, and establish in law the right of unions to engage in free collective bargaining sans frontières.

But far from presenting a blueprint for the harmonization of the widely differing social policies in each of the 12 member states — affecting such issues as company decision making, social security provision and health and safety at the work place — the commission has produced a series of very general recommendations that amount to little more than a review of the current position. The commission appears to have recognized that an attempt to create uniform working conditions throughout the EEC is a monumental task. It would engage the community in a bitter ideological battle that would only dissipate its energies and distract its attention from the task of completing the internal market programme by the allotted deadline.

Even M Delors has been forced to acknowledge that complete and effective implementation of the 300 or so internal market legislative proposals is the best guarantee that politicians and workers could have of creating the conditions for economic growth. It is economic growth which will do most to generate new jobs. This could be severely jeopardized by too much restrictive social legislation.

The movement for European integration will undoubtedly require a great deal of economic restructuring, and many uncompetitive industries can be expected to fall by the wayside in the new competitive environment. But the social impact of such a readjustment should be cushioned by the decision taken at the Brussels summit in February to double the spending on community regional development to £9 billion by 1993.

The commission's foray into the delicate and complicated area of social policy would appear to be marked by a healthy degree of pragmatism and caution. It would seem to have recognized the difficulty of coercing member states into areas where they do not want to go. Such caution should be welcomed.

## DEAD BUT NOT GONE

Russians were told yesterday that their former leader, Leonid Brezhnev, had been "dead" for six years when he finally passed away in November 1982. Few of them, however, are likely to have worried. They have long learnt to assume that their leaders inhabit a different world.

They are also experienced in perpetuating the myth of the living dead leader. They have long had to make do with cardboard cut-outs for leaders at parades to mark May Day and the anniversary of the October Revolution. In Red Square lies the embalmed body of Vladimir Ilyich Lenin, whose spirit still rules the Soviet Union. The bionic Brezhnev is a logical extension of the idea.

Victims of ruthless dictators can argue that death mellow. The dazed, deathlike state of Mr Brezhnev in his last years was probably better for his subjects and fellow world leaders than the senility that afflicted Mao Tse-tung.

As a passive participant in a one-man House of Lords he had to be consulted, he could obstruct, but not ultimately decide. Mao's senility unleashed the cultural revolution.

If, by virtue of tradition or circumstance, the country has to have an all-powerful leader, the idea of a dead one has much to recommend it.

Part of a leader's function is to provide a national figurehead. The dead leader, unconcerned about retaining power and relieved of ambition, can enjoy the prestige and comfort appropriate to his age and position without imposing on others.

Real power will be exercised by those closer to the people they govern, better equipped to take decisions and — as the Chinese now like to say — in the prime of life. Always, however, they will sense the eye of the living dead leader, watching to make sure that the legacy is not betrayed — or if it is, that a formula is found which preserves the past and adapts it to the future.

This deference towards the past can be taken to extremes. The authority of Vladimir Ilyich is assuredly greater today than it was when he was alive. That of Marx, little less so. The escape from their dead ideologies is costing many countries and countless "philosophers" years of their lives, as the words of a past century are made to fit the content of today and tomorrow.

Mr Brezhnev's living death lasted a mere six years, gave him a comfortable old age and was followed by a seemingly oblivion. He probably got it about right.

## Object lesson for the TUC

From Dr Bruce E. Davison  
Sir, It seems to me that the Trades Union Congress has a major problem in its own perception of its role. Now that they have expelled the Electrical, Electronic, Telecommunication and Plumbing Union, there is also talk of expulsion of their members from the Labour Party.

Two years ago, despite being a lifelong socialist and long-term member of the Labour Party, I was refused renewal of my Labour Party membership because I was a member of a trade union which was not affiliated to the TUC. Under the rules of the TUC, the union in question could not join even if it wanted to and, while there were certainly many members who could see mutual advantage, it was clearly out of the question.

Figures I have seen quoted suggest that a substantial proportion of the present affiliated membership of the TUC voted Conservative at the last election and so it would seem a strange position for the TUC to equate itself with the Labour Party. If it extends the treatment meted out to members of non-affiliated unions in the way referred to above, it means that the TUC accepts Conservatives within its organisation but would not tolerate Labour Party members outside it.

Under the circumstances a new non-TUC body which represents the interests of all trade unions can only flourish.

Yours faithfully,  
BRUCE E. DAVISON (Former National Secretary, Association of Polytechnic Teachers),  
12 Dagmar Road,  
Wood Green, N22,  
September 6.

From the Director of Aims of Industry  
Sir, The expulsion of the electricians from the TUC is a clear indication that the Government should terminate the National Economic Development Office, which maintains the old corporatist notion of a partnership between Government, industry and the TUC.

Nedo is moribund and preserved by the Government out of politeness. It would be quite wrong for the TUC to attend without the EETPU or other non-TUC trade unions such as the UDM (Union of Democratic Mechanics).

Yours faithfully,  
MICHAEL IVENS, Director,  
Aims of Industry,  
40 Doughty Street, WC1,  
September 7.

## Cenotaph respects

From Mrs R. Wilson MacDonald  
Sir, With reference to Mr Alexander's letter (August 15) about respects being paid at a cenotaph this month, I always think that, for younger generations, its meaning must be difficult to grasp.

On television, year after year, we are shown Dutch schoolchildren laying flowers upon Allied military graves. I wonder if British schoolchildren are ever taken by their superiors to visit these memorials with flowers for remembrance. What could be a better history lesson than to have it explained there and then what their forefathers gave up for them and why?

There cannot be a family anywhere in our villages, towns or cities to whom a war memorial means nothing. Children might, with pride, take flowers from their gardens or homes to reverent the war dead. Hence those same children might grow up to understand better their heritage of liberty and to appreciate the heavy price paid, by others, to bestow this priceless gift.

Yours sincerely,  
ROSEMARY WILSON  
MacDONALD,  
Rose Farm, Chobham, Surrey,  
August 30.

## Butter luck

From Dr Eric Voise  
Sir, Mr Paul Bentley (August 31) endorses Karl Popper's metaphor of the discovery of Murphy's Law with his finding that toast has a "weighted propensity" to fall buttered-side down.

I have just dropped, from various heights in various modes, 50 pieces of buttered toast: 43 landed buttered-down. But no philosophical is called for, only empirical science.

The layer of butter reduces aerodynamic roughness, lessens skin friction and increases mean density on one side, inevitably and calculably causing the toast to turn buttered-down in flight.

The gulls in my garden fully support the experimental approach, too.  
Yours faithfully,  
ERIC VOISE,  
25 Miller Place,  
Thurso, Caithness,  
August 31.

## Rough on some

From Mr Geoffrey Dadds  
Sir, The comments about male face stubble (Philip Lee's letter, August 27) reminds me that for a lady to kiss a gentleman without a moustache is likened to eating strawberries without cream, but for a lady to kiss a gentleman with a beard may require her to possess the skin of a rhinoceros.

Yours faithfully,  
GEOFFREY DODDS,  
26 Elmhurst Court,  
St Peters Road, Croydon, Surrey,  
August 27.

## LETTERS TO THE EDITOR

### Plans to take account of feelings

From Mr J. P. Hart  
Sir, "Why should councillors, who are elected political people, who ride their officers' recommendations?" So wrote a director of a firm of developers to the local paper in 1981 expressing his frustration with our opposition to a major local housing development and the planning committee's refusal meekly to accept the planning officer's recommendations.

Mr R. W. Rose (September 5) clearly holds these views, but even more strongly. Not only does he propose greater delegation of decision-making to non-elected, non-politically accountable employees, but also that the public's right to be involved and concerned with planning applications — presumably extending to representation at public inquiries — should be restricted.

The presumption in favour of development in planning legislation, with the onus on the local planning authority and community to show why it should not be allowed, is already far too favourable to the developer. Housing development affects the quality of life and the environment in which people have chosen to live and they have the right to express their views on such matters directly and through councillors they have elected to safeguard their interests. The comments of our member of Parliament seven years ago provide appropriate comment on Mr Rose's views.

From the developers' point of view it would simply mean a great deal if they and their council colleagues could get on with their business untrammelled by the tiresome niceties of democracy.

Yours faithfully,  
J. P. HART (Chairman,  
Oaklands Village Society),  
Ashfield, 39 Oaklands Chase,  
Weybridge, Surrey,  
September 6.

From Mr Peter Linklater  
Sir, Like Mr Montague (August 23) I have been involved in many planning inquiries stretching back over some 25 years in Lewes, one of the 51 towns categorised by the Council for British Archaeology (CBA) as having national, indeed European, importance, subsequently categorised as "outstanding conservation areas."

Until 1985 the Civic Society had a record of unbroken success in fending off ill-judged proposals by local government and developers which would have fatally compromised the character of a remarkable small town in a matchless downland setting. The protection afforded by conservation status proved effective.

The position is now very different. The category of "outstanding conservation area" has been abolished. Directives to DoE inspectors caution against aesthetic judgements on the basis that they can only be subjective (?); housing need is treated as overriding and high density lauded.

### Palestinian Arabs

From Mr Clive D. Greidinger  
Sir, It is interesting to watch as the Palestinian Arabs gradually attempt to rewrite history for the benefit of those who were not around in 1947 or 1967. Thus, Mr Mazzawi ("The land the UN forgets, August 31) would have us forget that Israel came to occupy more territory than it was given under the UN partition plan by winning the war that the Arabs brought against her at the moment that plan was put into effect. Nor does he mention the war of 1967, which resulted in Israel taking land down to the Suez Canal and the West Bank, also came about because the late President Nasser, in concert with his allies, attempted to destroy Israel.

One could discuss the Arab/Israeli problem for ever in historical terms without ever agreeing on basic data. I suggest that those who truly seek peace must work from the status quo. There is a State of Israel whose citizens come from the four corners of the world, not excluding the Arab countries. There are Palestinian Arabs, some of whom are Israeli citizens.

Sir, perhaps it would be a good idea if we all forgot "the land the UN forgets".

### Kenya under Moi

From the High Commissioner for Kenya  
Sir, It is disappointing that you seek to devalue (leading article, August 22) President Moi's contribution to the stability and development of Kenya in a year of special significance for Kenyans, which includes the tenth anniversary of his presidency and the twenty-fifth anniversary of independence.

While stating that "Moi rose to the task" after constitutionally taking over the reins of office from the late President Kenyatta, you fail to recognise the importance of his position even before his long tenure as vice-president. He was a distinguished political leader, during and after the colonial period, of the Kenya African Democratic Union (KADU) which merged with the Kenya African National Union (KANU) in 1964. His appointment as vice-president contributed immensely to the political unification of the country.

I must take issue with you when you state so emphatically that the president "lacks popularity" at home and has not "acquired the reputation of a major African statesman". There is an immense groundswell of support for him.

Original concepts that any change in a conservation area should constitute enhancement and any redevelopment be taken as an opportunity to reduce excessive traffic burden have been quietly buried.

Mr Montague's serene optimism that the environment is sufficiently protected by conservation designation is pure nostalgia. A simple example will suffice.

The conservation area of Southover, High Street, in Lewes, was recently described in *Heritage Outlook* as one of the prettiest in England. Sixty houses date in the main from the sixteenth to the eighteenth century, some large, some small and many of outstanding merit.

Included within the area was the Manor Paddock of six acres embowered in fine trees. As the result of a school closure it was earmarked for "redevelopment" and the local authority, after appropriate consultation, produced a brief for 30 houses, with retention of some of the precious open space. The developers appealed and the inspector awarded them consent to 70 houses.

At a single blow the population of this fragile environment is doubled; the trees that survived the October gale have been wrecked by building operations. The result of squeezing in so many minuscule houses has been row upon row of garages. Provision of recreational space within the houses and without is virtually non-existent. High density post-war development has sown a harvest of juvenile delinquency; where can young people occupy themselves?

The most pressing contemporary need is a return to the minimum standards for family homes laid down by the Parker-Morris Committee. Prosperity in Europe has brought peripheral development of many small towns and villages in its countryside, usually in the local vernacular without "architectural" contribution and with decent accommodation.

Sensitive development in the green belt, outwith areas of outstanding natural beauty, may relieve the pressure on the few small towns of England deemed worthy of conservation on the CBA list. They are at least as important a part of our national heritage as our stately homes. They are now fighting a losing battle.

Mr Montague is probably right for all the wrong reasons. We are now pressing on the heels of Romania as the philistines of Europe. Radical reappraisal is imperative.

Regrettably yours,  
PETER LINKLATER,  
Chairman, Executive Committee,  
Friends of Lewes,  
Sussex House,  
212 High Street,  
Lewes,  
East Sussex.

UN forgets" for a while in order that its various peoples could have time to learn to live in peace and in cooperation with each other without outside interference.

Yours faithfully,  
CLIVE D. GREIDINGER,  
3 Delamere Gardens, NW7,  
August 31.

From Mr W. Rawlinson  
Sir, I feel that Mr Mazzawi's article draws an incorrect analogy when it refers to governments in exile.

The governments in exile during the Nazi occupation were originally governments in authority over recognised states, with all the attributes of statehood. These governments, as a result of enemy action, moved their location; the question of their recognition did not arise.

Following the 1947 UN resolution no Palestinian state has come into existence and no government has been created and a government in exile, as suggested by Mr Mazzawi, would be an abstract concept, not fulfilling the criteria of what a government is.

Yours faithfully,  
W. RAWLINSON,  
Reform Club,  
Pall Mall, SW1,  
September 1.

You also state that the secret ballot has been abolished. This is simply not true. The queuing system was introduced as a preliminary measure to cut down the large number of candidates able to stand for Parliament. The secret ballot was, of course, used in the March elections — and the percentage of votes cast compared favourably with elections in other democracies.

Regionally Kenya remains a force for moderation and stability. Relations with Tanzania and Somalia have improved considerably in recent years. Ethiopia, despite ideological differences, has remained a firm friend; the Sudan likewise has our friendship and support. The same goes for Uganda to which we look forward to a new era of constructive cooperation. All these achievements are due to the statesmanship of our president.

We in Kenya under President Moi remain committed to the rule of law, to parliamentary democracy and to freedom of speech as enshrined in our constitution.

Yours sincerely,  
SALLY KOSGEI,  
High Commissioner,  
Kenya High Commission,  
24/25 New Bond Street, W1,  
August 31.

## Getting ahead of disasters

From Dr H. Hillman  
Sir, Massive flooding has been reported in Sudan, Bangladesh and Mexico. Coverage of these events by the news media results in international charitable appeals, and some governments donate token sums of £100,000 to £1 million. Millions of people are homeless, without water, and insufficient food and medicines. The same pattern is seen in other disasters.

Has not the time come for the United Nations, the Food and Agriculture Organization, or the World Health Organization, to set up machinery, which would (a) obtain from all governments long-term pledges of money and resources, which they would release automatically and rapidly for the relief of disasters of various scales; (b) make contingency plans for rapid deployment of necessary resources to major disasters anywhere in the world?

Such plans would be relatively economical, because they would involve only earmarking of resources, but would be more efficient because they would anticipate rather than react to disasters, which are likely to continue to occur throughout human history.

Yours sincerely,  
HAROLD HILLMAN (Director,  
Unitary Laboratory of Applied  
Neurobiology),  
University of Surrey,  
Guildford, Surrey,  
September 6.

From Dr Colin Bertram  
Sir, Your "Preventable disaster" (leading article, September 6) was true 50 years ago, but not so now.

Our hearts are broken by the visions of suffering myriads in Sudan and Bangladesh, but surely our heads force us to recognise that it is sheer over-population which forces our brethren to overspill and inhabit in mass, instead of sparsely, regions regularly unsuitable both climatically and geographically.

The world's burgeoning demographic and ecological problems overwhelm those who recognise reality.

Yours faithfully,  
COLIN BERTRAM,  
Ricardo's, Grafton,  
Networth, Sussex,  
September 7.

From the Dean of St Albans  
Sir, I am sure that you have had much support for Baroness Cox's letter (August 31).

Those of us who are fortunate enough to know Poland have been trying to do our small bit to help. Medical aid (never sufficient) is sent by many different routes and so is food. I have in St Albans at the moment an appeal for good quality children's clothing and shoes which will be taken to Poland next month.

Many of us are grateful to Baroness Cox for drawing wider attention to the really desperate needs of Poland. Those who remember their valiant struggle at the beginning of the Second World War will always feel indebted to them for their unflinching heroism. We must do what we can to help them.

Yours faithfully,  
PETER MOORE,  
The Deanery,  
St Albans, Hertfordshire.

### Postal dispute

From Mr G. Waggett  
Sir, I recall that in recent years the Post Office have declared record profits. Now a very damaging strike is under way. To cap it all, increases in first and second class mail have just been announced.

My business is being threatened by those who want more money. So one of the Post Office's clients will end up with less money. Only a monopoly can get away with such insanity. Market forces are meaningless.

The right to strike should be removed from all monopoly industries and management subjected to rigorous checks forthwith. Yours faithfully,  
GREG WAGGETT,  
Nexus Advertising Services,  
Sheraton House,  
Castle Park, Cambridge.

From Mrs J. B. Stewart  
Sir, One solution to the current postal dispute, and to the plight of unemployed young persons in Scotland and the north of England, would be for the Post Office to convert one of their buildings into a hostel, providing free accommodation to each new employee recruited from outwith London and the South-east, and to pay them the normal starting salary. Surely no one would object to this humanitarian solution?

Other organisations short of labour could follow suit and the major hurdle which prevents would-be employees from moving to the South-east, namely accommodation, would be surmounted until individuals had found their bearings.

Yours faithfully,  
JANE P. STEWART,  
Birnie Cottage,  
Dollor, Clackmannanshire.

From Mr F. A. Fowler  
Sir, I feel that it might be more correct, during the current postal workers' strike, if your column was retitled "Fax to the Editor". Yours faithfully (Fax no. 434-2671).  
F. A. FOWLER,  
Pilgrims Lodge, Hilltop Lane,  
Chaldon, Surrey.

During the postal dispute letters to the Editor may be sent to a temporary fax number,  
(01) 782 5864.





## COURT CIRCULAR

**BALMORAL CASTLE**  
September 7: By command of The Queen, Lieutenant-General Sir John Richards (Master of the Diplomatic Corps) called upon His Excellency Señor Rafael Pérez y Reyna and Señora de Pérez at 3 Hans Crescent, London SW1, this morning in order to bid farewell to His Excellency upon relinquishing his appointment as Ambassador Extraordinary and Plenipotentiary from Ecuador to the Court of St James's.

Lady Susan Hussey has succeeded Mrs Robert de Pass as Lady-in-waiting to The Queen.

**BUCKINGHAM PALACE**  
September 7: The Princess Royal, President, Royal Yachting Association, this afternoon attended a Council Meeting at the Royal Thames Yacht Club, 60 Knightsbridge, London SW1.

Mrs Charles Ritchie was in the audience.

**YORK HOUSE**  
September 7: The Duke of Kent, President of the Royal Lifeboat Institution, today attended the Grace Darling Commemoration Service at Barmburgh and visited Lifeboat Stations at North Sunderland and Amble.

# Ridley's dilemma of castle wall



The unprotected approach to Lindisfarne Castle for which a 3ft high wall is now planned (Photograph: Doug Hall).

By Peter Davenport

A decision by the planning authorities responsible for Lindisfarne Castle off the Northumberland coast has landed the Secretary of State for the Environment with a family dilemma.

Mr Nicholas Ridley finds himself the final arbiter of a heated argument created as a result of work by his celebrated grandfather, the architect Sir Edward Lutyens.

As part of his conversion work Lutyens had a 6½ft high parapet wall on the

pebbled approach ramp demolished, opening up breathtaking views south to Guile Point, Ross Links and Barmburgh Castle.

But now, under pressure from the Health and Safety Executive, the National Trust, which has owned the castle since 1944, has reluctantly applied to erect a 3ft high wall along the outer edge of the approach ramp.

The debate over the wall has raged for several years and has generated some fierce opposition. In a letter to *The Times*

this week, Dr Michael Tooley, of the Department of Geography at Durham University, wrote that the proposal to erect a wall "is a gross, disfiguring, disproportionate intrusion on the south elevation that will impair the magic of the castle".

The development committee of Berwick Borough Council has approved the application from the National Trust but because the castle is a Grade I listed building the decision will have to go to Mr Ridley for final adjudication.

## Dealers unexcited by star hysteria

Elton John hysteria appeared well spent yesterday at the second of Sotheby's three-day sale of the pop singer's collection. We had arrived at a relatively more serious second day of applied arts. And so, attended mainly by dealers, the saleroom was only one third full.

Nevertheless, many prices still exceeded expectation. A suite upholstered in tapestries

**SALEROOM**  
by Sarah Jane Checkland  
Art Market Correspondent

designed by the French artist Raoul Dufy, for example, fetched the top price of £90,200, double its estimate; it went to an anonymous buyer.

Likewise, "The McCulloch Carpet", designed for Morris and Co by John Henry Dearie for the Australian George McCulloch, performed well, at £71,500 against an upper estimate of £40,000. Woven at Merton Abbey in about 1900, it includes tulips and pinks, and is in the style of the Duke of Kent, who was bought by the Maclellan Gallery of New York.

A consignment of about 20 strange chairs slung with discs and tassels by Carlo Bugatti, father of the car manufacturer, performed more modestly. Top price was for a spectacular vitrine dated around 1900, which sold within estimate for £15,400.

Paul Raymond, the Review Bar owner, paid £23,100 for one of the more demurely dressed of the dozens of Art Nouveau figurines.

By the end of the day, the running total for the sale stood at £3.7 million, nearly £1 million above Sotheby's pre-sale estimate for the entire three-day sale.

Meanwhile, Phillips London set a record for a toy jug at £20,900 when a Staffordshire example in the form of a midshipman fiddler soared unexpectedly over its estimate of £5,000 to £8,000.

A card case fashioned from the skin of the Edinburgh mass murderer William Burke fetched an unseemly £1,050 at Phillips. Knowle yesterday, 10 times its estimate, after a battle between a local solicitor, a surgeon, and Capelin, an Edinburgh firm specializing in ghost sales. In the end, Capelin prevailed.

With gold tooling at the edges, the case was consigned for sale by Mr Percy Hughes, a descendant of Dr Hobbs, a surgeon who took part in the dissection of Burke's body. Christie's New York has achieved a major coup in securing the sale of an important 29-strong collection of Impressionist and modern paintings worth an estimated \$50 million (about £30 million). It is the collection of William and Edith Mayer Goetz, who were Hollywood personalities of the 1930s, to be auctioned on November 14.

The works include two by Picasso: his "Materne" of 1901, and "Le Petit Pierrot aux Fleurs", the artist's tiny son in harlequin costume.

## OBITUARY STEFAN THEMERSON Avant garde film-maker and writer

Stefan Themerson, who died in London on September 6, at the age of 78, was an experimental film-maker, novelist, extraordinary publisher of much that others would not have touched with a barge pole, and an arcane philosopher, greatly approved of by Bertrand Russell.

In acknowledgement of the great man's friendship Themerson depicted Russell in a novel, urinating from a mountain top while arguing out the refinements of the propositions "I do not believe p" and "I believe not p".

Themerson was born in Plock, Poland, on January 25, 1910, and studied physics and architecture in Warsaw. But these pursuits could not restrain his natural bent for long.

In 1931 he married the painter, Franciszka Weimles, and with her made a series of experimental films, the prints of which have, alas, with one exception, *Adventure of a Good Citizen*, not survived the ravages of war.

They did, however, make a considerable impact on critical opinion in Themerson's native land. One of them, *Europa*, was greeted by a Warsaw reviewer as reflecting "the outlook of a young madman", a verdict which would not have disconcerted a man much of whose subsequent output was to disconcert others.

After the fall of Poland in 1939, Themerson went to France, where he began work on the novel *Professor Mma's Lecture*, which eventually appeared in 1953. With a preface by Russell, this account of a lecture delivered by an academic termite to a group of student termites, was conceived by Themerson as a useful text for those who believed, like him, that the world contained too many people believing too many things, and that the ultimate wisdom might well lie in believing less, so as to do less harm.

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In 1942 Themerson came to London where he spent the rest of his life. In 1948, he and his wife founded the Gabschocchus Press in Maidstone. This set out to produce beautiful, if obscure, volumes: Themerson's own work; *Jarry's Ubu Roi*; Hansmann and Schwitters' *The Pic*; Christian-Dietrich Grabbe's *Comedy, Satire, Irony and Meaning*; and the work of many young English writers.

In 1954 Themerson took British nationality; he had meanwhile continued prolific as a writer. Of *Bayamus* (1949), in which he invented the concept of semantic poetry, Bertrand Russell was to say: "The highest compliment I can give it is that it is nearly as mad as the world".

Another of Themerson's interests was Guillaume Apollinaire, whom his novel *Cardinal Polato* thoughtfully provided with a father, a service history and biography had signally failed to perform. His last published novel *The Mystery of the Sardine* (1985) brought an elliptical philosophical eye — and a good deal of consequential bafflement — to the story of a lesbian affair between the widow of a famous poet and his long-time secretary.

Among his philosophical essays *Factor T* (1956) is adjudged preeminent. Ranging as it does over human nature, semantics and linguistics, it explores such things as man's innate dislike of certain acts and the necessity of doing them, and the inadequacy of language.

Of language's incapacity to describe himself Themerson's verdict is "Grammatically it seems to me that I am not a noun. I'm a verb. For millions of years I was not; then I started to happen. ... these are the characteristics of a verb, not a noun".

His wife, whose paintings and drawings were exhibited in this country, Europe and America, died in June this year.

## SIR LEONARD HUXLEY

Sir Leonard Huxley, KBE, Emeritus Professor of Physics at the University of Adelaide, who died in London on September 4, at the age of 86, successfully supervised, as Vice-Chancellor of the Australian National University, the controversial linking of that institution with the smaller Canberra University College in 1960.

In his own academic field of gaseous electronics, electromagnetism and the propagation of radio waves, Huxley was widely respected and a number of national research organizations had the benefit of his services.

Leonard George Holden Huxley was born in London, on May 29, 1902, and was related to the Huxley scientific dynasty through an uncle of the great Victorian scientist Thomas Huxley. He was a third cousin of both Julian and Aldous Huxley.

He was educated in Tasmania and won a Rhodes Scholarship to New College, Oxford. After graduating he joined the scientific staff of the then Council for Scientific and Industrial Research in Sydney.

After two years Huxley returned to Britain as head of physics at University College, Leicester and soon after the outbreak of war joined the Telecommunications Research Establishment at Malvern where he was principal scientific officer.

He moved to Birmingham University after the war as Reader in Electromagnetism and returned to Australia in 1949 as Elder Professor of Physics at Adelaide University, a chair he held from 1949 to 1960.

His book on *Wave Guides*, written in 1949, was much praised. He also wrote, with R. W. Crompton, *The Diffusion and Drift of Electrons in Gases*, which was published in 1974, and was a frequent contributor to scientific papers.

His wife, Molly, whom he married in 1929, died in 1981. He is survived by his son, Professor George Huxley, the classicist, and a daughter.

After service in the American Air Force in Europe during the Second World War, he joined Hurok Concerts, became its vice-president and remained with the organization for over 30 years.

Prude joined ICM Artists in 1976 and retired as executive vice-president in 1981.

Other distinguished artists he had managed were the opera singer Marian Anderson and the guitarist Andres Segovia.

Herr Werner Felte, East German Secretary of Agriculture, died yesterday at the age of 60.

Felte, who was one of the youngest members of the East German Politburo, had been regarded as a possible successor to Herr Erich Honecker, the East German Communist Party leader.

Honecker had personally called Felte to East Berlin and put him in charge of agriculture in 1981.

Mr Thomas Doggett Savory, of Clay next the Sea, Norfolk, left £1,145,036 net.

Other estates include (net, before tax paid):

Cleugh, Dr Elsie Joan, of Epping, Essex, £2,953

Coe, Mrs Elizabeth Annie, of London, Colchester, £496,621

Fishwick, Miss Mary, of Up Holland, Lancashire, £607,357

Fox, Mrs Janet Mary Kennedy, of Falmouth, £514,453

Gould, Mr Reginald Joseph, of London N6, £653,557

Meanwhile he served, among other appointments, as chairman of the Australian Radio Research Board and the National Standards Commission and was the Australian delegate to the Committee on Space Research from 1959 to 1960.

In that year he became Vice-Chancellor of the Australian National University which had been founded in 1946 to undertake post-graduate research, including the training of graduate students.

However, undergraduates were enrolled into the amalgamation with Canberra University College, which had been established in 1925 as a teaching institution whose undergraduates were prepared for degrees of the University of Melbourne.

Some cynics were apprehensive about the link but under Huxley's leadership the two were successfully united.

Huxley was the first president of the Australian Institute of Physics from 1962 to 1965, served on several official technical committees, and was a foundation member of the Royal Australian Academy of Science.

He was made KBE in 1964 and retired as Vice-Chancellor in 1967.

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## Forthcoming marriages

Commander A.G. Wynn and Miss S.J. Smith

The engagement is announced, and the marriage will take place shortly between Andrew, youngest son of Mr and Mrs W.I. Jackson, of Kingsbury, Middlesex, and Katharine, elder daughter of Mr and Mrs E.J.G. Smith, of Ashted, Surrey.

Mr R.A. Nicholls and Miss L.E.F. Henderson

The engagement is announced between Ross, son of the late Mr and Mrs Robert Nicholls, of Shrewsbury, Shropshire, and Lucy, younger daughter of Mr and Mrs Edward F. Henderson, of Abu Dhabi, and Blockley, Gloucestershire.

Mr R.K. Ratcliffe and Miss S.J.C. Yerburgh

The engagement is announced between Richard Ratcliffe, Welsh Guards, son of Dr and Mrs Kirk Ratcliffe, of Drayton Gardens, SW10, and Sophia, daughter of Lieutenant-Colonel and Mrs John Yerburgh, of Hartlip, Kent.

Lieutenant G.D. Shapland, RA and Miss E.C.T. Gent

The engagement is announced between George, eldest son of Mr C.J.G. Shapland, and the late Mrs Shapland, of Biddenden, Kent, and Elizabeth, eldest daughter of Mr G. Turnbull, Richmond, Surrey, and Mr C. Gent.

Mr R.A. Nicholls and Miss L.E.F. Henderson

The engagement is announced between John, son of Mr and Mrs J.R. Bower, of Watnall, Nottingham, and Carey, daughter of Mr David Galletti di Cadilac, and Mrs Deirdre Galletti di Cadilac, both of Rome, Italy.

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## Birthdays today

Sir Peter Allen, former chairman, ICL, 83; Professor Sir Derek Barton, chemist, 70; Sir John D.K. Brown, company director, 75; Sir Peter Maxwell Davies, composer, 54; Miss Anne Diamond, broadcaster, 34; Mr Michael Frayn, playwright, 55; Mr Anthony Frodsham, management consultant, 69; Mr Fred Jarvis, trades unionist, 64; Mr Stefan Johansson, racing driver, 32; Sir Denis Laidlaw, architect, 74; the Marquess of Lothian, 66; Lord Maude of Stratford-upon-Avon, 76; Mr Geoff Miller, cricketer, 36; Mr Jack Rosenthal, playwright, 57; Air Vice-Marshal Sir Colin Scrage, 80; Sir Harry Secombe, comedian and singer, 67; Professor E.H. Snodgrass, mathematician, 65; Colonel J. Stirling of Garden, Lord Lieutenant of Stirling and Falkirk, 58; Mr Henry E. Telford, security, 88; Dame Guinevere Tiley, former UN representative, UN Commission on Status of Women, 72; Mr Alan Weeks, sports commentator, 65; Mr Alfred A. Wood, architect and conservationist, 62.

The marriage took place at St Andrew's Church, Kingswood, Surrey, on Saturday, September 3, between Mr Robin Hollington and Mrs Jane Thomas. Mr Frederick Satow was best man.

Mr B.C.J. Summerhayes and Miss K.D.M. Lees

The marriage took place on Saturday, September 3, at the Church of St John the Baptist, Kenley, Shropshire, of Mr Brian Summerhayes, elder son of Mr and Mrs David Summerhayes, of Wimbledon, and Miss Diana Lees, elder daughter of Colonel and Mrs Brian Lee of the Old Rectory, Kenley, Shropshire. The Rev Brian Grundy officiated.

The bride, who was given in marriage by her father, was attended by Catherine Ingram, Pippa Jacob, Alice Evans and Robert and Peter Morgan. Mr Guy Featherstonhaugh was best man.

A reception was held at the home of the bride and the honeymoon is being spent in Greece.

The Society of British Aerospace Companies

The Society of British Aerospace Companies held its Farnborough International Exhibition and Flying Display dinner yesterday evening at Grosvenor House, Park Lane, London. The president of the society, Mr Ivan Yates, and the vice-president, Mr Alan Watkins, presided. The Hon George Younger, Secretary of State for Defence, was the guest of honour.

Four new tiger cubs are soon to go on display at Woburn Wild Animal Kingdom in Bedfordshire. The two males and two females, which were born in June, are the first litter of their mother Rina. They are the first tiger cubs to be born at the park since 1973, bringing the number of tigers to 17.

The infant son of Count and Countess Pinski was christened yesterday. The christening was held at St Stanislaus by Father Hubert Miranda at All Saints Church, Norton, Wiltshire, on Friday, August 26. The godparents are Count Wolanski, Count Giulio Pignatelli-Morano, di Custozza, and the Countess and Signora Eliza Fiorucci.

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## THE ARTS

## TELEVISION

## Ripper yarns

Just when you thought it was safe to go back on the streets, here comes Jack the Ripper again. The centenary of his grisly attacks was unlikely to pass without further television investigation, and we are promised the regulation high-budget mini-series from the commercial channel during the autumn. But *Timewatch* (BBC2) attempted something far more ambitious: an examination of why we want to know who killed the Whitechapel women, and why these murders, above all others, captured the imagination of the Press and the public at the time.

There could be a simple but unpalatable reason for the latter phenomenon, that the quite exceptional degree of mutilation and brutality visited on these victims, allied to the absence of a known culprit, excited voyeuristic curiosity. But Christopher Frayling, who wrote and presented this programme, was after something more tenuous: a construction which explained the attraction of the Ripper in terms of the social preoccupations of the time.

Up to a point, this worked: the link with the moral crusades in the Press of W.T. Stead, against the music halls and brothels, helped to explain the theory that Jack was a toff (and let us see the scandalously unrepentant state of the splendid Wilton's Music Hall), while the exploitative medical experimentation of the time on women led to the supposition that some doctor had gone over the top.

Unfortunately, the programme went right over the top as well, with a predictable American expert talking about London in the 1880s, the West End "developing a new landscape of leisure activities" and the East End "experiencing a severe urban crisis", and a prison psychiatrist musing on the motivation for crimes in "loss of self-esteem". Frayling's conclusion, that we and those who tried to solve the mystery at the time wanted Jack to be an outsider, a Bohemian, a Jew, anyone strange, seemed pure moonshine on the basis of the evidence here.

A real examination of the growth of Ripper mythology in novels, books and films might have been revealing, but here the most gripping thing was, predictably, the re-telling of the murders themselves in the streets of the East End, by the ghoulish Ripper walking-tour guide Martin Fido. In the end, the programme definitively defeated its own attempt to stand back from the crimes.

William Holmes

Martin Scorsese's controversial film about Christ is clearly the most important of the week's releases

## Son of Man

CINEMA

**The Last Temptation of Christ (18)**  
Plaza

**Long Live the Lady! (15)**  
Renoir, Chelsea

**Biloxi Blues (15)**  
Plaza

**'68 (15)**  
Odeon Kensington

As ever, *Variety* found a succinct headline for the clamour against Martin Scorsese's *The Last Temptation of Christ*: "CLERGY NAIL 'CHRIST' AND UNIVERSAL". When the film opened in New York the Odeon Ziegfeld had a 100-man police guard as protection against the Christians, in response to nation-wide threats of bombs and screen-slashing, in addition to the boycotts.

Fundamentalists also demonstrated outside a Hollywood synagogue. The anti-Semitism of much of the uproar is all the odder since, apart from some MCA and Universal executives, none of those principally involved in the film is Jewish. Scorsese is Italian-American and was a seminarian before turning to films. Paul Schrader, the writer, was raised in the American Reform Church: so strictly that he was 16 before he saw a film. The work of both men shows a persistent preoccupation with issues of faith and religion. Nikos Kazantzakis, whose book caused controversy from its first appearance in 1955, was a Greek Christian.

The fiercest enemies of the film, should they actually steel themselves to see it, could hardly question the sincerity of its thesis, which centres on the issue of Christ as the Son of God become Man. Unless we take this concept literally, His ministry loses its significance. If we suppose that Christ retained His divinity, remaining superhuman and omniscient, the passion and the crucifixion lose their meaning. Only if we believe that He assumed human form and feelings, with all the frailties and doubts and difficulties and vulnerability to pain, can the suffering and sacrifice be comprehended.

This, at least, is what *The Last Temptation of Christ* sets out to examine. It begins by showing Christ in the virtually unrecorded first 30 years of His life, subject to the same weakness and self-doubt as other men, doing humiliating work as a carpenter supplying crosses for the Romans to crucify Jews. To take up His ministry requires an effort, almost superhuman, to overcome fear and failure.

On the cross, the Gospel words about taking away the cup of suffering are

interpreted as a delirious dream of escaping His divine destiny, of being rescued from the cross by Satan, in the guise of a pre-Raphaelite angel, and allowed to live and die as an ordinary, fleshy man, enjoying sexuality, love, wives and children. Christ perceives this in a vision, rejects the ultimate temptation and returns of His human free will to the cross.

It is of course this passage of the film that has given most alarm to the film's opponents, along with the very idea of Christ as a man who has to conquer cowardice and temptation to make Himself worthy of the mission entrusted Him by God. Seeing the film rationally and as a whole, it appears quite without blasphemy or disrespect. It does, however, invite its audience to think; and for fundamentalists of all persuasions, thought and faith have often seemed inimical.

The irony is of course that *The Last Temptation of Christ* — a serious, thoughtful, intelligent, reverential and somewhat over-long religious inquest — is the kind of film which, without the force of protest, would attract very limited audiences. It makes no concession to drama or entertainment in the conventional sense.

## Return, reminiscence and a reminder of the Sixties

The director Ermanno Olmi is definitely back in business after his four-year convalescence from a severe stroke. *Legend of the Holy Drunkard* has just received its premiere at the Venice Film Festival; now London gets *Long Live the Lady!*, his bizarre come-back film, unveiled at Venice 1987.

The opening scenes carry echoes of Olmi's early success *Il posto*, which followed a youngster through his first office job. Now we have six trainee waiters and waitresses, at a medieval castle, where the lady of the title — a withered woman entombed in veils — is hosting a dinner for a multi-national organization.

Olmi's hero is young Libenzio, who blinks astonished through milk-bottle specs at the ritual and fiery flashbacks recall his humble childhood. But Olmi is not much interested in building up his character, rather the muttering and bickering of the guests, toying with a dismal gourmet meal, while their desiccated hostess sips liquids and surveys them through opera-glasses.

This is not the Olmi of old. The warm/human touches of past films have been replaced by glacially satirical observations. Yet the satire lacks a ferocious bite. Olmi's detached, quizzical shooting style moment — robs the

film of forward thrust. Some of the boredom felt by the guests seeps through to the audience.

*Biloxi Blues* is the second in Neil Simon's autobiographical trilogy of Broadway hits. The first, *Brighton Beach Memoirs*, emerged on the screen last year; and the third instalment, *Broadway Bound*, cannot be far behind. Simon's young surrogate, Eugene Jerome, is now at the conscription age, and undergoes basic army training in Biloxi, Missouri, during the dying months of World War Two. Fellow recruits include hulking brutes and a guilt-ridden Jewish bookworm: all grist to the jokesmith's mill.

Simon deftly juggles his characters, and worms a few serious topics into the familiar boot camp comedy — like anti-Semitism, racism, and homosexuality. But the familiar still dominates: clashes with a ruthless drill sergeant; sexual adventures on a furlough.

Matthew Broderick, repeating the stage role that made his name, is likeable enough as the drily observant Eugene; but it is left to Christopher Walken, as the unpredictable drill sergeant, to bring dramatic force to these random sketches of boot camp life. Mike Nichols trundles through the material anonymously.

Steven Kovacs' first feature,

'68, was filmed in San Francisco with mostly unknown actors and a local crew. It drags out all the old baggage of 1968: student protests, assassinations, free love, pot.

But at least the perspective is unusual. Kovacs focuses on Hungarian immigrants in San Francisco, variously coming to terms with the New World.

He shares the same background as his characters, and mounts the film with obvious care. Acting is variable; the chief flaw lies in his script, which rushes over too much ground too quickly.

Geoff Brown

## PROMENADE CONCERT

## Flying the flag

BBC WSO/  
Loughran  
Albert Hall/Radio 3

Last night the BBC Welsh Symphony Orchestra showed off their new principal conductor: on Tuesday, in the second of their three Proms, they decided to fly the Welsh flag.

The centrepiece of their programme was William Mathias's Third Piano Concerto. First performed by the composer himself all of 20 years ago, at the Swansea Festival, it manages to be something old, new, borrowed and blue all at once, and Howard Shelley, who played through the score, was certainly put through his paces.

It is really a concerto for orchestra as big band: when they are not synchopating loudly and being knocked into shape by a set of Latin American drums, they are dabbling, with their soloist, in diaphanous night-music, somewhere between Bartok and a basking blues number.

The piece is immediately accessible, violent and predictable in its contrasts, and not a little dated. It is surely not the most stimulating home-grown work that the orchestra could have packed in their bags.

From one bard to another: the concert had begun with Berlioz's response to Shakespeare. His "King Lear" Overture sounded a little too comfortable for its own good. One would never have guessed that the principal section is marked "Allegro disperato ed agitato assai".

James Loughran made greater demands of his players after the interval. As if to run themselves in for their forthcoming big Elgar television series with Andrew Davis, the BBC WSO chose the composer's First Symphony, approaching it gingerly, but with a healthily discerning ear.

The performance uncovered the quality of the orchestra's playing, rather than revealing any new insight about the work itself. Loughran seemed happier at building than defusing the First Movement's climax points.

But the subtle increase in voltage, as the woodwind thread their way through the strings in the Third Movement, was cunningly controlled; and the finale's long search for coherence was powerfully achieved.

Hilary Finch



Handicapped by the dialogue and his Aryan blond make-up: Willem Dafoe as Christ

Shooting in Morocco, on a comparatively modest budget, Scorsese has created a painstakingly realistic picture of the ancient world: the Roman soldiers, the Judean peasants, the desert and the bleached sands have none of the glitter and glamour of *Alma Tadema* or *DeMille*. There are nevertheless moments of visual magnificence in Michael Ballhaus's images: notably the Crucifixion, inspired by Bosch, yet quite original.

The realism is self-defeating when it

comes to the flat contemporary dialogue that paraphrases the Gospels. Willem Dafoe is a good actor and handsome presence, but handicapped by this dialogue and by traditional Aryan-blond Jesus make-up, he is a weak dramatic centre to the film. More satisfying are Harvey Keitel's sturdy and uncompromising Judas, Barbara Hershey's tattooed Magdalen and Irvin Kershner as Zebedee.

David Robinson

## DANCE

## Splendidly individual

Cumbre Flamenca  
Sadler's Wells

Cumbre Flamenca, which opened a two-week season at Sadler's Wells on Tuesday, was formed five years ago by Spain's Ministry of Culture to provide a showcase for the finest flamenco artists: dancers, singers, guitarists. Indeed the name of the company means just that: "best" or "supreme" flamenco, and it is certainly a good many years since London audiences saw a Spanish company of this calibre.

We are a long way from tourist cabaret on the Costa del Sol. Each of the five dancers in the troupe is a soloist in his or her own right (as are the singers and musicians) and moreover they are strongly contrasted in style and temperament.

The programme begins with a slightly contrived number for the entire company, but moves swiftly to solo appearances by each company member, featuring different dance styles.

Christobal Reyes is credited with choreographic co-ordination, but one gains the impression that the dancers have arranged their own solos within the traditional forms and that there is also a strong element of improvisation.

The level of technique is formidable, and with such clean, beautifully articulated dancing, devoid of the usual generalized stamping and gnashing of teeth, one can clearly distinguish the various styles, and even discern some of the Indian influences on which the programme notes lays stress.

I particularly admired the beautiful fluid arm movements of Carmen Cortes and the majestic carriage of Angela Granados. There is, too, the incredibly varied and precise footwork of La Chana, and Reyes himself, who combined wit with pure virtuosity in his show-off solo.

Handsomely, but soberly, costumed and without décor, the company overcomes the inherent unsuitability of a conventional theatre as a venue for flamenco, creating a genuinely intimate atmosphere. Enthusiastically received, this is not just a show for the aficionado.

Judith Cruickshank



She's a case, he's a caution: Fiona Shaw (Kate), Brian Cox (Petruchio)

## Miller's mixture

## THEATRE

The Taming of the Shrew  
Barbican

All productions of this piece are obliged to strike some compromise between brutally effective comedy and explanatory characterization that kills the laughs. Jonathan Miller's solution to this old puzzle is, first to root the play in a 16th-century world where parental neglect and mercenary marriages were the norm and, second, to bring a modern psychological intelligence to bear on Kate. The manifest purpose is to preserve the combat while humanizing the combatants.

At its Stratford premiere last year, the production had the courage to present the taming scenes with the gloves off; and as far as Brian Cox's Petruchio is concerned, they are now tougher than ever. A figure of bull-like virility, smashing Derek Hudson's Grumio to the floor in the opening scene, he emerges as a dominating bully well before he meets his real adversary.

Fingering the broken lute and remarking how he longs "to chat" with his breaker, he is clearly on heat for a fight quite apart from his financial advantages. Even when he takes the audience into his confidence on the subject of wife-taming, it is still in a threatening roar.

It is a relief to see a Petruchio with no apologies and no explanations. But it needs a partner of equal weight. What he gets instead is an animated case history. We first hear of her from her father who, for a moment, cannot

even remember her name. Then the attenuated figure of Fiona Shaw appears, isolated from the family group, a spectral outsider like some shameful half-wit locked in a back room.

Razor-cropped and uncoordinated, she drifts around the stage scratching Stefano Lazari's elegant marquetry set with a pair of scissors, and snipping off what remains of her own hair. Come the wooing scene, and she is too immersed in her own private misery to pay full attention to Petruchio, until he makes an astonished pause on the word "beauty" at which point their eyes meet, and apprehension dawns that, at last, someone values her.

It is a moving moment; but achieved at the expense of the laughs and rhythmic fluency of the scene. Comedy has been supplanted by encounter therapy.

Cast changes since Stratford include a breakneck virtuoso Biondello by Piers Ibbotson, and Barrie Rutter's Tranio, who switches from bluff Northern man into the fruitiest of grandees once he goes into masquerade. Alex Jennings and James Fleet repeat their blindingly fatuous performances of the two other suitors; though it does seem that Miller is unfairly loading the dice by offering a pair of sexless wings as the alternative to all-out male dominance.

Irving Wardle

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Ian Lyness, DAILY EXPRESS



A MARTIN SCORSESE PICTURE

## THE LAST TEMPTATION OF CHRIST

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SCREENPLAY BY NIKOS KAZANTZAKIS  
MUSIC BY JEAN-PIERRE DELIFER  
EDITED BY JOHN BEARD  
PRODUCTION DESIGNER THELMA SCHOONMAKER  
EXECUTIVE PRODUCERS MICHAEL BALLHAUS, A.S.C. AND HARRY UPLAND  
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GOING TO COLLEGE

FOCUS

A SPECIAL REPORT

# A degree of Thatcherism

The cold wind of economic reality is blowing through our universities and colleges. David Tytler, Education Editor, analyses the changes in funding, modernization of courses and grades of entry that the Education Secretary wants to see happen

Reluctantly, perhaps, the universities and colleges are facing up to the cold reality that are sweeping across the campuses, the terminology of the boardroom replacing the more literary allusions of the senate. And the revolution will gather pace in the next few months, with Kenneth Baker, the Education Secretary, taking a close look at the functions and findings of the universities.

The past 12 months has seen the schools under the microscope. In the next 12 it will be the universities.

Mr Baker wants to see some fairly radical changes, notably in contract funding and in a modernization of some of the courses. He would particularly like more universities to accept two A-level passes as qualification for entry alongside two A-levels.

In praising the polytechnics for already beginning the reforms, Mr Baker, as recently reported in *The Times*, believes the older, more traditional universities are lagging behind, though they are now beginning to come to terms with the new world.

He said: "Some of the older universities have been a bit flat-footed. They are now going to have to catch up."

The royal and stately sponsors of 500 years ago are being replaced by the corporate men from commercial law and accountancy, endowing chairs at universities across the country with an eye to the dearth of good brains in the 1990s. They argue that a good image for their multinational companies now will help recruiting when the going gets tough.

But the introduction of such sponsorship is not always achieved without argument, although not usually as acrimonious as that now taking place in Oxford at St Catherine's, one of the university's poorer colleges.

In an attempt to follow the Government's exhortation to universities and colleges to go out into the market-place and find their own money, a small group of Fellows at St Catherine's College, founded in 1623, have been sounding out dons unofficially to discuss ways in which the college might introduce management studies, even possibly offering some "Thatcher" scholarships, financed by business.

In conjunction with these moves the college would offer Mrs Thatcher a fellowship, so making amends to her for the snub three years ago when the

university refused to award her an honorary doctorate.

Whether or not St Catherine's goes ahead with this scheme, which may be discussed at its council meeting next month, universities and colleges are now competing with each other for the generosity of big business, much of which is happy to contribute but sometimes has to hide its generosity.

One don explained: "There is reluctance among some lecturers to take money from tobacco companies, for example, for fear of tainting the research which then has to be 'laundered' to make it

fear a self-fulfilling prophecy of further course closures.

One university official said: "There are quite a lot of resentful people in the humanities and quite a number of delighted people in the applied sciences."

Explaining that there may be difficulties when it comes to dividing the money within the university, she added: "In the United States there is a switch from contract profits to the humanities to ensure that academic standards are maintained and something similar will have to be worked out here, although doubtless the folk who make the money will want to spend it."

Already, about a third of the country's academic staff are financed by outside money, part-time and overseas students. People are already beginning to worry about fundamentals. In the short-term the need is to make money; in the long-term the balance will have to be struck between pure research and the humanities, and the more saleable sciences and skills.

A clear guide to Mr Baker's thinking can be found in the make-up of the newly appointed University Funding Council, which will take over responsibility for the funding of the universities from the University Grants Committee next April.

Among the professors can be found an array of representatives from business and industry, such as Mrs Rhianon Chapman, personnel director of the International Stock Exchange, and Professor Marian Hicks, science director of United Biscuits, and dons such as Professor Gareth Roberts, who spans both business and learning as director of research at Thorn EMI and professor of applied physics at Oxford.

Mr Baker expects the UFC to be more than a talking shop, saying: "The background and expertise brought by all the members to the new council will fit them well for their job of supporting higher education and advising the Government."

The universities themselves are looking over their shoulders at the UFC, concerned at just how much power it will take to itself: worried about their academic freedom which they already feel to be unfairly threatened.

So when the colleges and universities go up next month, it will be to start a year of change, and for many it promises to be a bumpy ride.



Some older universities have been a bit flat-footed. They are now going to have to catch up. Kenneth Baker, above

acceptable. One company is so aware of this that it is prepared to support research without its name being attached."

The change in climate has so far not had much effect on the way the majority of university lecturers or students work. The present changes have until now been felt by the university managers, but will percolate down through the system. And if Mr Baker gets his way, as he most certainly will, the pace will quicken over the next few months.

A clear danger is that departments with obvious commercial links, like science, technology, accountancy, commercial law and business studies will find it considerably easier to attract outside funds than others, notably the humanities, and languages, the fall in which is causing considerable concern, particularly with 1992 almost upon us. The number of students in these "softer" subjects is already falling and academics



Students of today and yesterday — Margaret Roberts (now Prime Minister), Somerville MA, MSc

## Enterprising new look at the bard

The old employers' complaint about graduates coming out of university or polytechnic with their heads in the clouds is about to become a thing of the past.

Followers of the "ivory towers" school of higher education are in for a rude awakening as a government-funded project seeks to bring the thinking of the enterprise culture to the very heart of studies in subjects like Classics, English Literature and Art.

The success of the Training Commission's "Enterprise in Higher Education" project will depend on the ability of the 11 universities, polytechnics and colleges taking part in its first phase to break down traditional prejudices about what and how students should learn.

At first sight the task of ensuring that every student, whatever his or her subject, gets some enterprise training during the degree course, appears impossible.

Simple enough, you may think, to introduce enterprise concepts into a subject like politics or engineering. But what about the study of Shakespeare or Milton?

The commission has set its face

against simply using "bolt-on" enterprise courses, tacked on to existing courses.

In order to qualify for grants of up to £200,000 a year the participating institutions must make enterprise an integral part of the course of study.

Mrs Anne Jones, a former pioneering comprehensive school headmistress, who is now the commission's director of education, explained: "Enterprise is not something which we see as being taught as a subject in its own right. Rather we think that personal and entrepreneurial skills should be developed through the learning process itself."

A spokesman at the Training Commission said: "Most history or archaeology students probably just want to find a Roman ruin and go and write it up."

"But when you think about it, that involves a lot of planning and organization — just the sort of skills required to run an enterprise."

Students on geography courses could be encouraged to run their own field trips or perhaps write a book about the Greek islands in their vacations. In English students could study publishing to understand how what

they are reading gets on to the page. There really are endless possibilities."

Bradford University is one of the 11 institutions which will pilot the project from this October. Professor Jack Cairns, the deputy vice-chancellor, said there was no question of simply teaching students how to run a business.

"Nobody is suggesting that they go out and set up a stall on the street corner. What we are talking about is gaining the necessary skills, like the ability to work in a team, computer literacy and problem solving," he said.

The aim was to develop students who were resourceful and capable of acting on their own initiative. Every department at Bradford, including its world-famous School of Peace Studies, will be involved with students being encouraged to take more decisions for themselves.

They would also be required to complete a project, based on their own subject, involving skills that would equip them for the world of business, like teamwork and producing results to deadlines.

By the time the project is completed, in five years time, every graduate will

have had a brush with the enterprise culture by the time he or she leaves the university — a total of 1,097 students.

The Training Commission requires each institution taking part in the scheme to raise up to 20 per cent of the cost from industry and Bradford is setting up an enterprise consortium, involving 500 local and national companies, including Thorn EMI, Marconi, Plessey and British Rail.

Professor Cairns said a key aspect of the consortium was the way it would involve small and medium-sized firms as well as big companies. Chaired by the university's Chancellor, Sir John Harvey-Jones, the consortium is about to appoint a director of enterprise who will run the scheme.

Each university department will have an enterprise tutor and the university will take on three new staff to oversee the project.

The new director of the training commission, Mr Brian Wolfson, said the Enterprise in Higher Education project was part of efforts to introduce a "culture of learning" among people in all walks of life.

Douglas Broom  
Education Reporter

## For the year's new crew

"Don't panic," is what everyone says. If your acceptance or further application is stuck in the post, there are several things you can do. If the university or poly has not telephoned you, telephone them direct to make sure your acceptance has been received. Or ring UCCA (0242 222 444). If you think your application is in the clearing system, preferably ring the institution direct, or UCCA (0242 222 460) which will try to fill in forms on your behalf.

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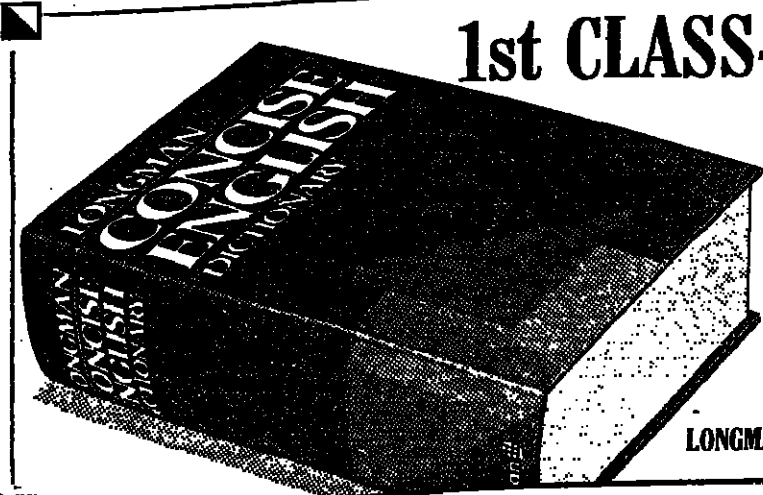
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**STUDENT COACH CARD**



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# Tough times for the part-time students

More and more late starters are applying to take part-time degrees and as resources in full-time further education become stretched the case for foundations such as Birkbeck grows stronger

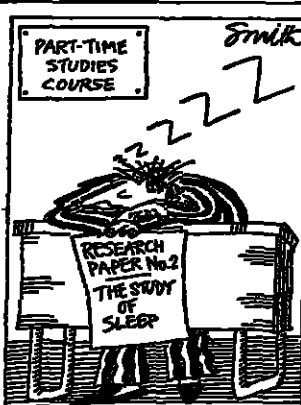
Cordon Bleu cookery teacher Claire Valentine studied for an honours degree in English for four years, four nights a week, writes Linda Blackburn. There were many times when the pressures of a full-time job and studying at Birkbeck College, London, were too much.

"I actually fell asleep at seminars on many occasions — once I woke up mumbling about flour and pastry!" she said. Ms Valentine, aged 29, of East Coker, Somerset, left school at 16 and was awarded a first-class honours degree in 1986.

She is one of tens of thousands of people who, after 10 to 40 years, decide to go back to study.

Despite the cutbacks at many colleges and universities, the scarcity of grants, the high cost of fees for poor students — and the crucial devotion to study for up to eight years on some courses — part-time degrees are increasing in popularity.

At Birkbeck in London, the only university college in the



country devoted entirely to face-to-face teaching of part-time students, 36 evening students gained degrees in 1910. By 1976, there were 555 first degree applications for about 196 places, and in 1988 there were 565 applications for about 296 places.

In March this year the University Grants Committee allowed the college to increase its numbers by a further 300 full-time equivalent students.

At the Open University, which specializes in distance

learning through TV, computers and correspondence material, the first intake of undergraduates in 1971 was 24,000. In 1984 there were a total of 66,763 undergraduates studying with the OU and by 1988 that figure had increased to 71,786.

The success story is repeated in the polytechnic and colleges sector, where students gaining the Council for National Academic Awards' (CNAA) part-time first degree increased from 1,042 in 1970 to 16,820 in 1984. The Polytechnic of Central London (PCL) Britain's first poly, has been offering part-time courses for over 100 years and had 2,183 part-timers in 1987. This is good news for the Government and employers who are both expecting a one-third fall in the 18 to 19 year-old age group by 1996. The shortfall, plus the cries for a better skilled workforce, have pushed part-time education belatedly into the limelight.

The Government commits itself to widening access to higher education for those who want education in middle

life in its White Paper, *Meeting the Challenge*. It sees "great potential" in distance learning provision, and vows to help extend and develop it through a wide range of institutions.

The Open University, once viewed with suspicion by Tories as Harold Wilson's baby, is described in the White Paper as an organization with "excellent foundations". This change, be it a turnaround or a dawning of awareness, smacks of irony for some educationists.

At the same time, polytechnics, colleges and universities are suffering from dwindling resources. Staff and support services are being cut to save money, and libraries, which part-time students need in the evening or at weekends, are shortening their hours. The institutions are being pushed to increase their fees, but if they are too high, those employers who pay for their employees' part-time study will pull out.

Roger Walker, vice-master at Birkbeck and Professor of Spanish, believes the Government could help part-timers much more. "All universities would say they are underfunded nowadays," he said. "In that respect I don't sup-



pose we are any worse off than anyone else. But where the Government is unfair is in not allowing any student relief on fees — fees out of taxed income."

John Needham, permanent secretary of the OU's Students Association, argues for mandatory grants for part-time students as well as full-timers. Most part-timers have to pay their own fees unless they are lucky enough to be supported by the employers or by the increasingly rare discretionary

grant from an LEA.

The fees vary from one institution to another. At the OU the basic cost of studying for an ordinary degree is between £1,350 and £1,800. Those studying for an honours degree or taking a high number of courses could pay up to £2,400 over six to eight years. At Birkbeck it generally takes four, or sometimes five, years to gain an honours degree. The course is more intensive and because teaching is face-to-face, any problems are resolved relatively quickly.

The fees are £292 a year (£1,168 for four years, excluding any increases), but London University would like to raise them to £434 a year. If a company sponsors a student, Birkbeck charges the economic rate of £434, but this amount is considered too costly by some small businesses. About 15 per cent of Birkbeck's students obtain financial help from local education authorities, as opposed to more than 30 per cent in the past.

Students studying at PCL pay £28 for each evening up to two hours, and £42 for each evening longer than two hours, subject to a maximum of £189 a year.

The National Advisory

John Telford Beasley, London Buses executive: OU assignments on a plane between Pakistan and Portugal

Body for Public Sector Higher Education, soon to be replaced by the Polytechnics and Colleges Funding Council, has recently increased the weighting of part-timers at PCL from 0.2 to 0.4. This means, for example, that for every £1,000 the poly receives for full-timers, it gets £400 for part-timers. However, PCL believes a more realistic weighting is 0.8.

The students themselves choose their mode of study or institution for a variety of reasons. But John Telford Beasley, chairman and managing director of London Buses and a director of London Regional Transport, is a devotee of the OU approach.

Mr Telford Beasley, 59, who went into advertising after leaving school with a good certificate, completed his OU degree in arts, social science and economics in five years.

He was then a regional president for the multinational pharmaceutical company Warner Lambert, and often found himself on a plane, somewhere between Pakistan and Portugal, writing assignments for the OU. The flexibility of the OU system gave him the strength to persevere.

He was originally needed by the OU's stress on the large drop-out rate and thought "I'll prove them wrong."

The drop-out rate in part-time education is high. A report published by the CNAA in February this year showed that the proportion of first-year students who either failed or withdrew without any form of award was 27 per cent for the longer courses, compared with only six per cent for shorter courses.

But as institutions dedicated to part-time education develop modular courses with credits, wastage should decrease. At Birkbeck, for example, students will be able to take modular courses from October. This will allow them to take breaks in the middle of a degree course without having to start again from scratch later on.

## Unravelling the points system

The A-level results have now been out for 21 days and the information systems in action for 16 of them. Certain trends are apparent writes Beryl Dixon.

Places in law could be found at 13, but only on combined courses, in languages at 11, in business studies at 2. "Points" required varies: law 9 to 11; languages 7 to 11; and business studies 9 to 11. The polytechnics showed 6 in law; 2 in English, and 12 in business studies. Polytechnics do not quote points on either the computer screens or through the telephone-information services, but enquiries revealed that on average they were asking 7 to 8 for law and 6 to 8 for business studies. Colleges were able to ask similar grades for law; business studies was down a little.

In English, which is offered in only a few polys and mainly in joint courses in colleges, a grade B was almost the universal asking price. To quote the Cambridgeshire College of Arts and Technology, "We still ask two Cs for most arts and humanities courses, two Bs for sciences, but for English we want a B and a C."

When it comes to science, engineering and technology, the picture changes. There are still more places available in them than in the arts subjects. Engineering places are available with requirements ranging from 4 to 10 points. Electronics is the most popular, needing 7 or 9 points.

There are a lot of places in civil engineering.

Four points should get you a place, and Hatfield Poly will even consider you with non-standard (ie, maths and physics) A-levels. Chemistry has numerous places, and some institutions are merely asking "two relevant A-level passes."

Clearing is only starting to get into its swing. Polys and universities confirmed their decisions on Friday 26, and allowing for Bank Holiday postal delays and the postal strike, many received the news only at the end of last week.

Places are beginning to come back on the market. The position is changing daily, as are the grades being demanded. So a test of nerves begins!

You can do three things: apply to a different place for a different degree course, or lower your sights and apply for a diploma course instead.

Establishments in the South East of England always receive the most applications.

Those in the Midlands and North offer equally good courses, are considerably cheaper to live in (some estimates say 20 to 30 per cent less expensive) and in general are advertising more vacancies.

Colleges and institutes of higher education offer degree courses validated either by universities or by the Council for National Academic Awards, sometimes in single subjects but more often in two or three, and the majority of their courses are in arts and humanities subjects. Courses are often very flexible with opportunity to change subjects, and unusual combinations are permitted, for example, in maths and history, or in chemistry and dance.

Eight recruit through PCAS and therefore may not yet know the exact number of places they have left. Others accept applications individually, and traditionally fill most of their places at this time of year.

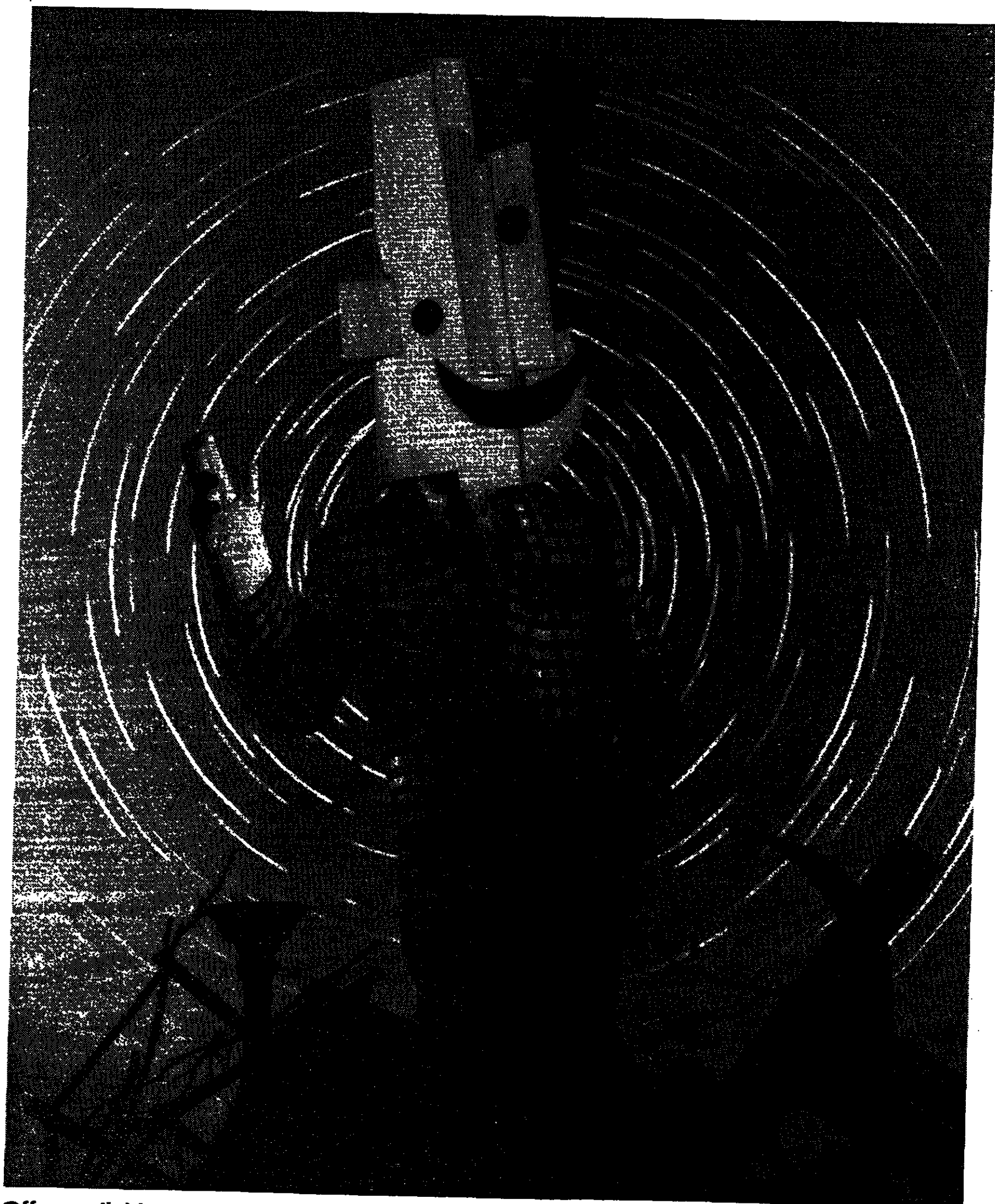
Applying for different degree courses can mean trying for a less popular subject, or for a course which is not particularly well known. The first are technological and scientific areas (and modern languages) and in non-schools subjects such as housing studies, information technology, or food studies.

Some institutions have new courses which did not receive publicity earlier in the year. If you can locate one of these, the chances of vacancies are good.

Examples include Hatfield Poly's degree course in accounting and management information system (6-8 points) and Liverpool poly's urban studies option in their new integrated scheme. This scheme offers "routes" in 14 different subjects, most of which require six points.

Last, Higher National Diploma courses. These are offered by polys and colleges, but not by universities. They are lower than degree standard, last for either two years (full time) or three (sandwich) and, naturally have lower entry requirements. Officially, the minimum is one A-level pass. Some can demand much higher grades: those in business studies can often demand 5 to 6 points, particularly if they offer an option in tourism; others require one pass only at grade D or E. Some HND courses offer the possibility of a transfer to a degree course at the end of a good first year's work.

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Sharon Rowe, Midland Bank student adviser

## Banks keen to court students

Commercial banks, recognizing that tomorrow's company chairman is today's campus student, are now attacking the student market as a pool of new customers with the sort of vigour usually employed by car rental companies at foreign airports.

The marketing techniques adopted by the banks are certainly less vulgar, but the objective of each — be it bank or car company — is essentially the same: to provide a good first impression, to offer a reliable service, to ensure that even in desert-type conditions and when help is most needed the customer/client is not let down, and to beat the competition.

Despite a common perception that students *per se* have much to learn about life, let alone about money matters, every commercial bank knows that if it seriously wants to win a larger slice of the growing student/youth market, it has to approach its audience with a high degree of sophistication.

Special trained student service officers, chosen not only for their banking skills but also for their youth and ability to relate to the young and appreciate student financial problems — is now the common practice on campus.

Many students arrive on campus having been used to signing their own personal cheques for years. But there is always a core to whom banks and banking is a new experience. It is to that core that marketing attention is being focused.

Banks recognize the student sector as important because though such accounts may mean only a few pennies today, students grow up, marry, have families, buy houses and in later life may even sign company — if not personal — cheques running into millions.

However, what was good marketing practice one year does not necessarily hold good for the following, requiring commercial banks to update their presentation constantly. In turn, as each new academic year dawns, the "perks parade" grows more sophisticated and more generous.

What started off as a £6 one-off cash payment for opening an account has grown to a £20 gift

incentive from National Westminster, plus a budget-planner. At Barclays the cash hand-out is £10, plus a FiloFax.

Midland Bank and Lloyds, while shunning the crisp-note approach, emphasize what their "total package" has to offer. Midland has an all-embracing combination of finance-related products and services that together offers value for money from start to finish. For undoubted use in rushing home, the Midland throws in a £3.50 coach card, through which discounts on all standard adult coach fares are obtained. Midland account students wanting foreign travel are offered foreign-currency transactions free of commission.

Barclays emphasizes, for instance, that it is not just out to win new accounts with a line of perks, but is more fundamentally interested in attracting, and holding a customer. The bank's student approaches were badly rebuffed by many because of its earlier South African connection (now broken). But it believes it is winning back a larger slice of the student market. Since 1986 its market share has increased from 15 per cent to 22 per cent. Its managers believe that this year's Barclays package will see that stake rise further.

National Westminster Bank, however, still claims the lion's share of the student market, with an estimated 41 per cent slice of the cake and is determined to keep its market lead for another five years at least.

Lloyds Bank, which in May became the first of the main clearing banks to offer credit interest on student current accounts, stresses its aspect of "student money management".

Each bank offers "free" banking. It is common practice to offer preferential rates on overdrafts, although the percentages and the limits vary. Each gives a cheque book. In line with banks' commitment to education in all its forms, videos on personal finance for showing in schools and packs on business studies are there for the asking.

Colin Campbell

## A major dilemma over digs

Students must use every advantage to help offset the heavy cost of flat rental, says Sam Kiley

Undergraduates at Oxford University go to elaborate lengths to secure a tenancy from the Major — a local landlord said to control more than 70 houses in some of the smarter parts of town.

Students borrow smart suits and striped shirts and squeeze into their interview suits before attending the Major's pre-arranged interviews. He is scrupulously fair: all his properties are "fair rented" by the local council, in a state of good repair.

The only qualification for a place in one of the terraced houses he sets aside for undergraduates is to be a scion of the literati or the heir to a fair-sized chunk of grouse moor, or a soldier — in that order.

In mid-summer his house in the north of the city receives a steady stream of bright young things claiming to be Princess Charlotte of Luxembourg (not a good idea as she is at Worcester College, four doors down from the Major), the Countess de Berlina Ensemble or 2nd



Lieutenant Huffington-Puffington of the Royal Scots Balloon Guards. Many call but few are chosen.

The colourful antics of students trying to "get in with the Major" put a happy gloss on a very desperate situation. In Oxford, like Cambridge, Reading, St Andrew's, and London, students start looking for accommodation months before they intend to move in — the search can often end in a squalid, sometimes shared, bedsit.

Undergraduates are usually housed by their college for the first year of study — at many institutions living-in is compulsory. But for the rest of their course they will be required to fend for themselves.

London University colleges have recently been reported as saying that the cost of accommodation in the capital has risen to such high levels (between £35 and £50 per week).

According to a report recently published by the National Union of Students, 93 per cent of students rent privately-owned accommodation. Rents in Scotland have risen by 13.7 per cent while the maintenance grant has increased by 3.75 per cent.

The time and energy required to find suitable accommodation can be such that students, in danger of devoting more time to wandering around looking into newsagents' windows and union billboards than studying, resort to joining an accommodation agency.

Many of these perfectly legitimate and useful organizations, set themselves up as clearing houses for students seeking somewhere to live. However, the NUS says that it regularly receives complaints from prospective tenants who object to the high charges levelled in return for finding

the student a home.

"Some agencies charge as much as two or three weeks rent (£100 - £200) for their service," said Mr Walker.

There is nothing illegal about this practice, but students are warned to take great care to establish just what they will get in return for their money, and how much the charges actually are.

"Our advice is that people should not pay a penny until they have put the key in the front door, and it fits," says the former welfare officer of the students union at the University of Manchester Institute of Technology.

Students like these at Dundee University are having a real problem making their grants stretch to ever more expensive accommodation.

It is illegal for any agency, according to the Accommodation Agencies Act, 1953, to demand payment for its services before the client has been found a suitable flat or room.

Despite this it is not uncommon for agencies to ask for a down-payment for "putting the client's name on a list or in a newsletter," which is circulated around landlords.

Once accommodation has been found, it has to be paid for. In London the average cost will be £35 per week, which works out at 52 per cent of an undergraduate's term-time grant.

Unlike those who live in college-owned accommodation, private tenants may claim housing benefit, provided they are not living in housing rented by the college and sub-let to them (a head tenancy).

Local authorities will reimburse students on a tapered scale, after they have deducted £14 per week for those living outside, or £18.50 for those in the capital.

"Regular income,  
security,  
good prospects.  
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Three mandarins of education describe their different roles and approaches to teaching

# Challenge to get set for the next century



Left to right, Professor Derek Burke, the University of East Anglia vice-chancellor; John Gaffikin, principal of Brixton College of Further Education and Dr Clive Booth, director of Oxford Polytechnic

**Sam Kiley writes on three models of a modern principal, each with strong views on higher education, and the response to the 1990s' challenge**

**L**ike hanging, the experience of the Government's cuts "has concentrated the mind wonderfully," says the University of East Anglia's vice-chancellor, Professor Derek Burke.

While no fan of Tory education policy in general, and the party's attitude to tertiary education in particular, he has clearly been fired by the government's challenge to get his institution lean and fit for the 21st century.

He is also proud that despite the Cabinet's distaste for subjects like sociology, the university has managed to shed nearly 200 teaching staff without significant loss to a subject within each school, he explains, has been the reason the cuts — though painful — have been made with apparent ease.

He says: "There is no room for empire-building so staff do not protect narrow interests. Though we may lose staff, we

do not have to close down a whole subject area — the school (a mini faculty) takes the burden on its shoulders."

The UEA is a short bus ride from the centre of Norwich. Its main site, the University Plain, rolls south to a purpose-built broad, overlooked by glass and concrete pyramid-shaped student accommodation blocks.

The buildings could hardly be called a collection of dreaming ivory towers — more Lunar-Town comes to Nor-

folk. One can spend the entire day on campus wandering between banks, shops, lecture halls, and bars — and never touch the ground.

The main academic building, the Teaching Wall — which zig-zags the length of the University Plain, is said to house the longest corridor in Europe. It is linked with the rest of the complex by concrete walkways 20ft above the ground.

The Sainsbury building which houses the Sainsbury

Collection of modern and ethnic art, is on this network of celestial footpaths. The main entrance, being 15ft above the ground and reached by a narrow catwalk, with tinted-glass safety barriers.

Professor Burke sees his role as creating an environment in which undergraduates are educated to cope with "future change."

He adds: "Few students go into jobs where their degrees have been directly relevant. We try to produce people

educated so they can adapt to almost any environment."

A professor of biology, and until recently a director of the Toronto-based biotechnology company, he applies the same philosophy to the institution he now runs. "We must grasp our own futures," he says. "For too many years we have had to do what was dictated from central governments."

Recently the UEA's department of electronics solved a production line problem for Bernard Matthews, allowing him to process frozen poultry faster than ever before.

"I am not worried about the future. The details are uncertain and I am not sure all the government changes are for the better. But we can handle it. That's my job — managing change," he says.

Applications to UEA increased by 8 per cent in 1986 and 15% last year — an indication, says Professor Burke, of its competitiveness. "My role is strategic planning. We are looking for our market niche," he says. "But so are they," as he looks south-west towards Cambridge.

tem, that has never been necessary."

He plans to introduce courses in leisure and tourism — industries he thinks the college is uniquely placed to service. Local people have close connections to India, Vietnam, Bangladesh, the Caribbean, Kenya and Cambodia, Mr Gaffikin says he looks forward to exploiting this expert labour pool. He sees it as as Lambeth's national resource.

A former permanent private secretary to Mrs Shirley Williams, Dr Clive Booth shows none of the reticence and double-speak that has become the hallmark of the Whitehall mandarin.

The director of Oxford Polytechnic, to which more sixth-formers apply than any other polytechnic, looks forward to April 1 1989 with relish. That is the date by which the college will have become officially independent of local authority funding and an incorporated company.

"There is nothing so satisfying as being top of the pops in our own sector. Better still — it gives us something to worry about and prevents us getting complacent," says Dr Booth, who was educated at Trinity College, Cambridge.

Two-thirds of the polytechnic's students follow a US-style modular course, where they accrue eight or nine credits in a variety of subjects in order to gain a degree. The system, which according to Dr Booth is unique among polytechnics, has proved extremely attractive to sixth-formers. Last year 25,000 applied for 750 places.

The real emphasis at the polytechnic, he says, is on teaching. "Unlike many universities and even polytechnics, where lecturers may look upon teaching as something of a chore," he says, "here it is the priority. Students have to take a very active part in the learning process. In some subjects they actually assess each other for up to five per cent of their final result."

Staff are encouraged to use innovative teaching methods. Though government cuts have led to an increase in the ratio of students to teachers from about nine to one to 12 to one, Dr Booth says it has been possible to turn this to the polytechnic's advantage by making students "stand on their own two feet and rely less on spoon-feeding."

As the number of 18-year-olds starts to fall away, institutions of higher education will be looking for recruits in other areas.

Dr Booth plans to increase the numbers of students who combine work with study and places for those who need to come back to college to catch up with technical innovations in their fields.

Dr Booth observes that re-training will prove to be both essential to businesses and a useful source of income.

He says: "Universities and polytechnics will be allowed to compete on more equal terms next year. We are in a very strong position to come out ahead."

He clearly relishing the thought of battle with the talismans of education.

Dr Booth has plans to increase industrial liaison both for training and research. Last year the department of zoology (bonding) won an Industry Year award for its work into industrial glue carried out with the help of seven companies and a technical institute in France.

A full-time manager has been appointed to exploit the research and consultancy skills of the polytechnic commercially.

But is there a danger that the quest for pure knowledge may be hampered in headlong pursuit of Mammon?

"Just look at the British breakthroughs that have been exploited overseas. We intend to exploit our commercial developments to the full. We have to," he says.

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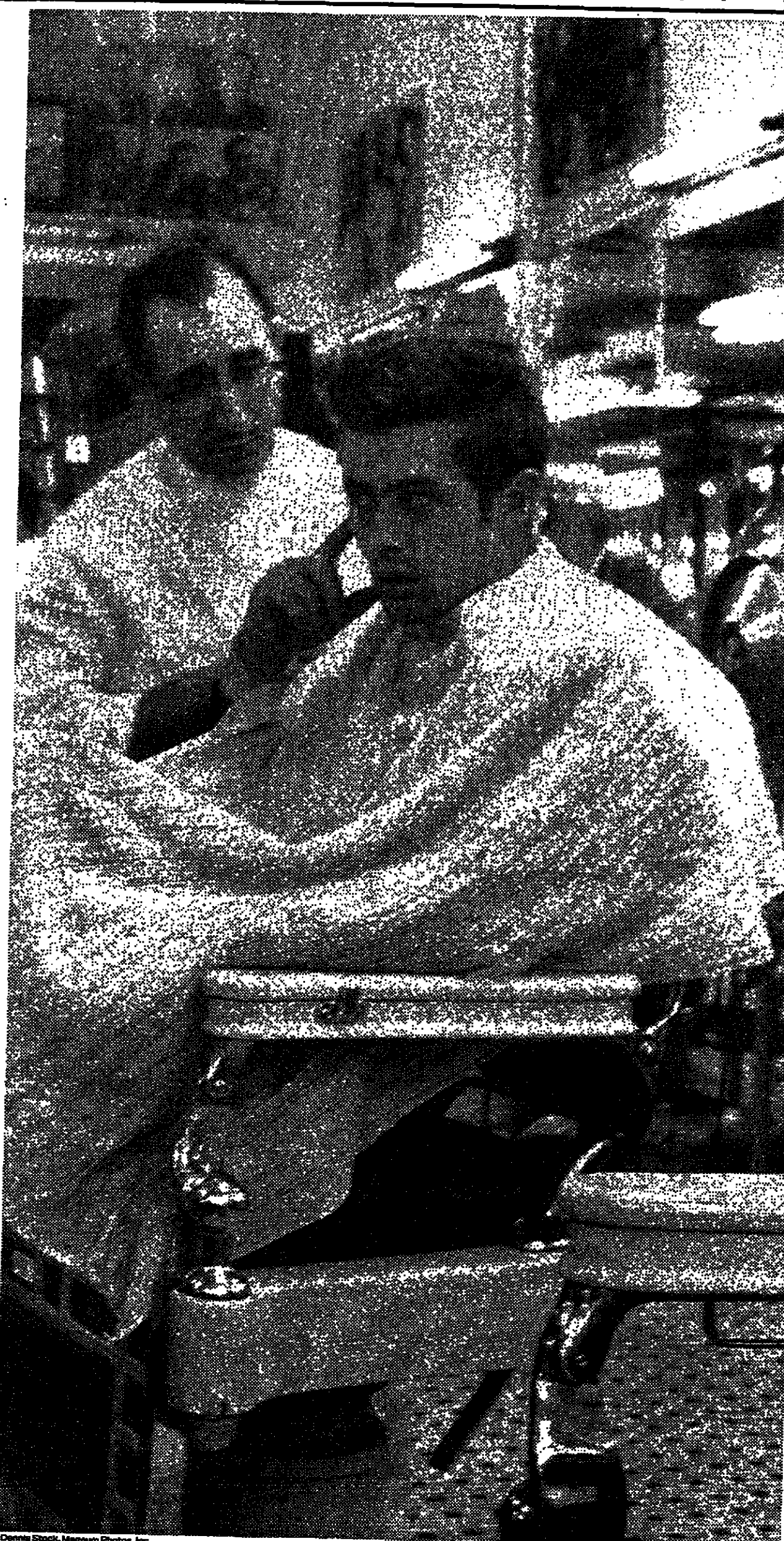
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## BOOKS

## Author as a sad snob

Catherine Bennett reviews the rise and fall of a high-society literary shooting-star

There's "the one and only T. C. There was nobody like me before, and there ain't gonna be anybody like me after I'm gone." By the time Truman Capote came out with this characteristic slice of hubris in 1984, he had brought himself, through concentrated degeneracy, to the point of death. At the age of 60, he had not written a full length book for almost 20 years; his lover had given him up; and he had lost the regard of most of his friends. One of the few people who still had any time left for Capote was his biographer, Gerald Clarke, but even his affectionate loyalty is now insufficient to make the life of the one and only T. C. read as anything but a disappointing, often painful mess.

**CAPOTE**  
By Gerald Clarke  
Hamish Hamilton, £16.95

Mr Clarke is eager to show how Capote's later torments can be predicted from his unenviable origins in Monroe, Alabama. His father, a petty salesman called Arch Persons, was seldom there, and a liar when he was; his mother Nina was a flirtatious, enthusiastic drinker whose scores of affairs, beginning within months of her marriage, always took precedence over her child. Capote could remember assignments going on within sight of his cot. But the Persons waited until he was five years old to abandon him properly, leaving him in the care of Nina's rustic, but comfortably off spinster sisters — "if it is true, as psychologists say, that a child's greatest anxiety — the original fear — is to be deserted by his parents," writes the earnest Mr Clarke, "then he had good reason to be anxious."

At first Capote showed a remarkable independence of his surroundings: one year after joining his aunts he was carrying a miniature dictionary everywhere he went, scribbling notes. By the time he was nine or ten, and living with his mother in New York, where she had married a wealthy banker, Mr Capote, he had resolved, with absolute confidence, to be a writer. "How did it happen?" Clarke asked Capote, and received one of the fabrications which must have made his life as a biographer very tiresome: "That's what I ask myself," Capote said. "My relatives were nothin', dirt-poor farmers."

To Capote, with his greedy, lifelong fascination for the preternaturally rich, it was more stylish to invent himself a setting among illiterate peasants, than describe the comforts of the middle-class wealthy to which he actually became accustomed after leaving Alabama. "There's no taste in middle-class rich," he said. "You must be either very rich or very poor. There's ABSOLUTELY no taste in between." Capote did become very rich, but neither his choice of society, nor his selection of

material to write about was ever consistent enough to make his own taste or intentions clear.

After one sad early novel, then one happy one, both drawn from his childhood; and afterwards the glistening society stuff of *Breakfast at Tiffany's*; *In Cold Blood*, his factual tragedy about hideous multiple murders in Kansas seemed to be Capote's apotheosis. He had, he claimed, invented a new genre, the "non-fiction novel," and after it was published and applauded as a masterpiece, earning him \$2 million, he could not forgive the literary world for failing to reward him with a prize. Without knowing why, the prize-givers may have been right: the final passage of his famously fact-checked "non-fiction" was a complete, tear-jerking invention.

Capote had always indulged in jealous feuds with the competition, but this resentment over *In Cold Blood* appears to have poisoned him for the rest of his life. "I do something truly innovative and who gets the prizes?" he asked. "But I resent only one thing, and that is that neither Mr Mailer nor all the others who copied me, like Mr Woodward and Mr Bernstein, ever said, 'We owe Truman Capote something, he really invented this form.'"

And instead of writing another non-fiction novel, Capote threw his talents into holding what he hoped would be the biggest, smartest, most sought-after party of the time; and in this he succeeded. His masked ball was a triumphant tribute to years of capering in rich women's drawing-rooms; attended by Agnelli and Kennedys and Guinnesses.

When he died, Capote was still working on a novel called *Answered Prayers*, an unmasking of his party-guests, whose title, taken from a saying of Saint Teresa of Avila, seemed still more applicable to the author: more tears are shed over answered prayers than unanswered prayers. By this time Capote had come to see himself as a latter day Proust. "My eye is every bit as good as his," he wrote. But when a section of *Answered Prayers* was published as *La Chte Basque*, his rich friends took him instead for a traitor, and cut him from their lives. Capote's official response was defiant: he was telling them, he said, that their lives were "a lot of shit". But as Gerald Clarke records, with his damaging care for the facts, Capote never got over it. Late at night, when he had been drinking, he would start to weep. "I didn't mean to hurt anybody," he would cry. "I didn't know the story would cause such a fuss."



GLYN BOYD HARTE

## Love among the literati

FICTION

Chris Petit

SECOND FIDDLE

By Mary Wesley

Macmillan, £10.95

DECEITS OF TIME

By Isabel Colgate

Hamish Hamilton, £11.95

MIDDLEPOST

By Anthony Sher

Chatto &amp; Windus, £11.95

THE SHADOW LINES

By Amitav Ghosh

Bloomsbury, £12.95

THE PLAYER

By Michael Tolkien

Faber, £9.95

IN SEARCH OF THE CRACK

By Robert Elms

Viking, £10.95

Twenty-two starters at the line in this week's autumn fiction stakes: famous actors, media celebrities, Oxford historians, novelists' nephews, late beginners, the much-touted second-time novelists whose first outings won prizes, screen-writers, fashionable journalists, cart-horses and defaulters, perhaps even a hidden masterpiece that won't be jostled into competing in such an unseemly charge; given so wide a field, of course a book gets judged by its cover.

On the back of Mary Wesley's *Second Fiddle* is a quote from this newspaper by Nicholas Shakespeare: "The marvellous Mary Wesley." Of Nicholas Shakespeare Wesley has someone say, when his reviewer appraises a novel by one of her fictional characters, "Nicholas Shakespeare is so kind." Although she immediately hints that Shakespeare is, in fact, the *nom de plume* of one of her own characters, an occasional book reviewer, an in-joke, but apt for a novel whose theme is creative incest.

The admirably practical Laura briskly tends to her sister and mother's twin brother, Nicholas, both literary reviewers ("What shall we be this month, mean or charitable?"), takes a much younger lover, aspiring novelist Claud, and finds herself victim of his fictive skills, reduced to a composite character in his first novel, later so favourably reviewed by Nicholas. The characters inhabit a series of well-described private spaces that give the novel solid dimensions it might otherwise lack.

*Deceits Of Time* concludes at roughly Wesley's starting point, with a middle-aged woman making a protégé of a young man less than half her age, grandson of a once-promising politician, mysteriously dead, whose biography she is writing. Writers writing about writers; how reflective the English novel is. Isabel Colgate, though, is sufficiently skilled to redress this tired formula and to make the reader read on.

Dirk Bogarde showed that actors could, when pushed, form their own words instead of just mouthing those of others; since when a host of fashionable mummies have plunged into print. *Middlepost*, Anthony Sher's first novel, puts a Jewish immigrant in what he mistakes for the Promised Land: South Africa in 1902. The heavy irony of the premise is then exaggerated, causing whole episodes to topple into knockabout grotesquery. A dense style, reminiscent of a Victorian engraving, is so cross-hatched that nothing is left to the imagination, and the dialogue is full of actorish relish, complete with phonetic grunts. One hung on grimly for a bit, curious about the enormous sum paid for the paperback rights, then fell off.

The *Shadow Lines* deals with a similar subject — birth of a nation, here the partition of Pakistan and India — very differently. It is the work of a major writer whose vocation is evident on every page. Amitav Ghosh's novel rises summarily, its subjects being the swirling complexities of memory

and life. An historical theme gradually emerges from a story of a family divided by the Partition, and scattered between the sub-continent (in more or less constant turmoil) and London (in war and peace). As befits a novel obsessed with looking-glasses, the narrative works as a series of reflections on how public events and personal lives refract rather than mirror.

Ghosh's shadow lines are those invisible ones that chart every history: illness and disaster, sudden good fortune, migration. His fascination is with how life is not strictly chronological (the past saturates the present) but proceeds simultaneously at different rhythms, which converge only in extreme crisis and upheaval. *The Shadow Lines* is full of gaps, necessarily so since history is an inaccurate representation of events and memory an unreliable distillation of them. Ghosh is like a cartographer mapping unknown (because forgotten) territory in the historical margins where individual and national destinies bisect. "The marvellous Amitav Ghosh."

Fancied fallers: Michael Tolkien and Robert Elms. *The Player* is a Hollywood novel repackaged as European angst. A studio vice-president receives death threats from one of the countless screen-writers rejected by him: this is a very commercial idea for a film, made coy and arty by a high level of coincidence masquerading as determinism, and much slothful paranoia. The result reads like 10 re-written by Peter Handke.

The black market economics and culture of the shadowy tribal world of metropolitan clubland should have made for a more interesting novel than Robert Elms's listings of clubs and parties of the late 1970s and '80s attended by the gross of people that really matter, plus Elms. Chrome-plating, and life as a series of gate-crashings, fail to disguise *In Search Of The Crack* as an old-fashioned celebration of male recreations: mates, booze, and football. Dandyism minus irony is the novel as window-dressing, toggled up with nowhere to go.

## Science wars

David Jones

AN URCHIN IN THE STORM  
By S. J. Gould  
Collins, £10.95

geological revolution of 1800-1850, during which a small number of brilliant men established the main lines of geological succession in the rocks, and classified geology throughout the world into a unified time-sequence of strata which, identified by their characteristic fossil-content, formed the tablet upon which the record of evolution was later traced. "Deep Time and Ceaseless Motion" celebrates the visible signs of the slow crustal movements which over millions of years have shaped the face of the earth, and recounts how its enormous age was first recognized. The biographical essays, too, are well-told stories.

The argumentative essays are to my mind less successful. Gould is a controversial figure, and much of this book is taken up with more or less pugnaic assaults on his opponents in one aspect or another of the "Nature versus Nurture" argument about the existence and cultural flexibility of human nature. Gould is a Nurturist. He dislikes the idea that some unattractive features of human society are the inevitable outcome of our biology, or that one group of humans may have different inbuilt capacities from another. But his arguments, while always forceful, are not always clear. Thus the real bogey-word in all these essays is "reductionist". Gould brandishes this word at those who argue for undue genetic influence on animal behaviour or human culture. It is, according to him, the sin of trying to explain the behaviour of an object from the details of its construction. Now as far as I know, every single explanation in the whole of sci-

ence is on this criterion "reductionist". If you can show that an object is so constructed that, placed in its observed circumstances, it should behave in its observed manner, you have explained its behaviour. That's what an explanation is. Gould, however, prefers "interactionist" or "holistic" or "non-Cartesian" explanations. He never gives a clear example, and I find it hard to imagine what one would be like. In any case, the prime requirement of an explanation is not to conform to this or that "ism" or "ism"; it is to be convincing. Despite such quirks, Gould fights his corner with commendable honesty. He roundly denounces shoddy arguments from Jeremy Rifkin and Frank Capra, although both are temperamentally on his side (Rifkin in opposing genetic engineering, and Capra in advocating a new holistic science and society). But his main contentions will not be settled by argument. Sooner or later the human genetic code will be fully read and fully interpreted. It will then become clear just how much latitude, if any, our genes have left us.

## Ho-hum from Plum

Christopher Warman

THE PARROT AND OTHER POEMS  
By P.G. Wodehouse  
Hutchinson, £7.95

The collected poems of P.G. Wodehouse seems at first glance as unlikely a volume to contemplate as, say, the comic novels of Alfred, Lord Tennyson. Yet here they are. In his books, Wodehouse certainly quotes from as many poets as he can remember, but he never seems very keen on the breed.

But Wodehouse was not a man of malice, and he generously wrote that poets were more to be pitied than censured, "lured on to the downward path by the fatal fascination of the limerick form", only to find that they could not find a last line. This prevented them sticking to limericks, "which would be fairly harmless".

This volume for the first time brings together his own early verse, when he was trying to make a living out of writing. It includes a selection of poems he wrote daily for the *Daily Express* in 1903 under the heading *The Parrot*, dealing with the issue of free trade and other political matters — one of the few occasions when he seemed to be remotely interested in politics.

Apart from these, there is a lot of frothy stuff about the theatre and sports, delightfully written, parodying a variety of styles. Gilbertian in parts. His talent for rhymes was as inventive as one would expect — he managed to get Strauss's to match Wodehouse is — and he made points early in the century which are ominously relevant now. Thus "MCC":

In speaking of our cricketers,  
This maxim guideth me,  
If they win a match they're  
England,  
If they lose they're MCC.

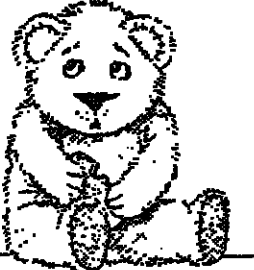
With an introduction by Auberon Waugh, this is a book for the bedside table, and a jolly addition it will make. Surely, though, the real poetry in Wodehouse is in his prose, a piece of which perhaps explains his poetic urge. He wrote, "Poets, as a class, are businessmen. Shakespeare describes the poet's eye as rolling in fine frenzy, from heaven to earth, and giving to airy nothing a local habitation and a name, but in practice, you will find that one corner of that eye is generally glued on the royalty returns." He probably needed the money.

## Packaged read

CHILDREN

Brian Alderson

THIS IS THE BEAR AND PICNIC LUNCH



By Sarah Hayes  
Illustrated by Helen Craig  
Walker Books, £3.95

shrink-wrapped literature.

The nadir has just been reached by Messrs Collins, who have recently issued no fewer than 32 titles in a new "Carnival" series (90p per volume). This "exciting new imprint" would seem to be an attempt to cut ground from under the ineffectual Ladybird Books, but without even Ladybird's minimal originality. Most of the titles have been boiled down from other works in the Collins catalogue: Puddington Bear Books, Richard Scarry Books, and the sickly ruin of fairy tales and nursery rhymes that occurred under the hand of Hilda Boswell. Has anyone questioned if children, faced so early with such pap, will lose all taste for a picnic lunch with Mr Bear — even though he may have been assessed as Stage Seven?

There is an elegant vivacity about this slim picture book. Its content is of the simplest: a semi-rhymed tale in which boy's lunch is purloined by hungry dog while guardian teddy-bear sleeps on guard duty; but the cumulative phrasing and the restrained but lively illustrations turn it into a work rich in satisfaction — thereby rendering absurd the heavy-handed note and the beginning which assures us all that the book belongs in that part of the "Fun-to-Read" series which is aimed at "readers acquiring first fluency" and that it has been "assessed as Stage 7" on some pompous educationalist's graduated scale.

But we are now, alas, living amongst publishers obsessed with the idea (lucrative in commercial terms) that books-in-series are an automatic aid to youthful learners. Lately arrived are: half-a-dozen "Banana Books" from Heinemann "for newly fluent readers"; four "Cartwheels" from Hamish Hamilton, "easy-reader books in simple vocabulary"; four "Hedgehogs" from Hodder; "Stoughton", an exciting series of easy readers; and six "Jets" from A. & C. Black (paperbacked by Collins) "designed to captivate children from 6-9 years old".

You will not be far wrong if you think that captivation is not too easy in books written to a tight formula and put out like processed bread. Only masters of comic realization like Bob Wilson in *Ging Gong Goolie*, it's an Allen (Jets, £3.95) or Allan Ahlberg in his own series of "Happy Families" (Viking Kestrel, £3.95 each) have the gifts to cope with such

## NEW BOOKS

The Literary Editor's selection of interesting hardbacks:

*A Guide to the Roman Remains in Britain*, by Roger J.A. Wilson (Constable, £8.95) Updated and revised edition of the standard handbook. *Childhood*, edited by Penelope Hughes-Hallett (Collins, £16) Eclectic chart of that lost land, from Plato to Proust, in memoirs, letters, poems. *Impressionism*, by Robert L. Herbert (Yale, £24.95) Social history of the paintings, leisure, high and low life-style, and Parisian society. *McDiarmid*, by Alan Bold (John Murray, £17.95) The first and important (and magisterial) literary and critical biography of the spy, impossible Grieve, but true post who gave the kiss of life to Scottish letters. *The Human Shape*, by John Orrell (Cambridge, £30) English theatre design, 1567-1640, architecture and the players by scholarly prose. *Views From Abroad*, edited by Philip Marsden-Smedley (Grafton, £12.95) Selection of premier-division travel writing from the Specy, edited by Colin Thubron, and featuring the best of journeymen/women.

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BY PETER WATSON

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Executive Editor  
David Brewerton

## Ex-bank director charged

Mr Norman Ashton-Hill, a former director of the Isle of Man-based Savings and Investments Bank, has become the sixth person to be charged in connection with the bank's collapse in 1982.

Mr Ashton-Hill, aged 70, a solicitor, who lives in Spain but returned to the island voluntarily, was arrested in Douglas on Tuesday and appeared in court yesterday.

He was remanded in custody until tomorrow charged with two offences of conspiracy to defraud and one of being an officer of a company which was trading while insolvent.

He is expected to make a fresh application for bail tomorrow. Further arrests are expected.

## Langham wins

Langham Industries, a privately-owned marine engineering group, has beaten Mr Peter de Savary's Highland Participants to emerge as the preferred bidder for the state-owned British Shipbuilders Appledore yard in north Devon.

## £62m buy

Racal Electronics has bought Wormald Security, an Australian company, for A\$130 million (£62 million). For the six months ended June, Wormald achieved an operating profit of A\$12.5 million on a turnover of A\$140 million.

## STOCK MARKETS

New York	Dow Jones	2069.39 (-5.87)
Tokyo	Nikkei Average	27504.01 (+183.50)
Hong Kong		2525.14 (+23.05)
Amsterdam	Gen	265.8 (-0.9)
Sydney	AO	1560.0 (-8.2)
Frankfurt	Commerzbank	1487.7 (+5.5)
Brussels	General	4943.3 (+33.5)
Paris	CAC	349.3 (+1.0)
Zurich	S&K Gen	497.1 (-0.2)
London	FT-All Share	913.28 (-5.34)
FT-300		968.54 (-6.75)
FT-100		102.3 (-1.3)
FT-1000		95.93 (-0.19)
FT-10000		86.79 (-0.04)

## MAIN PRICE CHANGES

RBSIS	435% (+700)
Irish Distillers	275p (+15p)
Rubertoid	958p (+14p)
Sun Alliance	337p (+14p)
Capital Radio	311p (+13p)
Costain	212p (+11p)
Leigh	185p (+10p)
Trifford Park	430p (+10p)
Photo-Me	230p (+10p)
Moss Bros	220p (+10p)

## INTEREST RATES

London: Bank Base	12%
3-month interbank	12 1/2-13 1/2%
3-month eligible bills	11 1/2-12 1/2%
buying rate	
US Prime Rate	10%
Federal Funds	7 1/4%
3-month Treasury Bills	7.32-7.31%
30-year bonds	10 1/2-10 3/4%

## CURRENCIES

London	New York
£: \$	1.7060
DM: £	0.5184
SwF: £	0.5550
FF: £	0.2780
Yen: £	0.1335
Index: £	99.0
ECU: £	0.763011

## GOLD

London Fixing	AM \$427.00 PM \$427.25
COMEX	\$425.50-\$427.00 (\$250.50-\$251.00)
New York	Comex \$428.90-\$427.30

## NORTH SEA OIL

Brent (Oct) pm	\$13.45 (\$13.68)
Denotes latest trading price	

## THE TIMES STOCK WATCH

0898 141 141

Market news on Stock-watch yesterday included: on the bid scene, Irish Distillers (02380), back from suspension, soared 47p while Jamesons Chocolates (03192) added 23p; Racal (01245) dropped 3p on confirmation of an Australian acquisition; Shell (02602) slumped 15p on early Brent oil price falls; in the building sector Wimpey (02127) eased 5p but Costain rose 7p on results.  
● Calls charged 5p for 8 seconds peak, 12 seconds off peak inc. VAT.

# GrandMet in rush to lift IDG holding

By Graham Searjeant, Financial Editor

Grand Metropolitan's advisers rushed to buy shares in Irish Distillers Group after dealings resumed at the IDG board's request at 2.30pm yesterday. GrandMet lifted its stake from 8 to 12.1 per cent and is likely to buy more today.

SG Warburg, the merchant bank, confirmed that GrandMet was prepared to buy up to 29.9 per cent of IDG "at the right price".

Mr Stephen Latner of Warburg said: "Dealings only got started just as the market was going home for tea."

But the postponement of a crucial High Court hearing in Dublin means the fate of IDG will not be decided for another month.

IDG shares swiftly rose in London from a pre-suspension price of 365p to close at 436p. That is equal to 1510p, not far below GrandMet's latest 1525p bid but higher than Pernod-Richard's 1450p offer. GrandMet is therefore free to acquire up to 29.9 per cent. Above that level, it would have to declare its offer unconditional. But Pernod cannot buy above its bid price. Pernod is, however, pursuing its case that FIL-Fyffes, IDG's largest shareholder, made irrevocable commitments to accept its offer, which, together with other committed shares, would give it control.

Counsel for both sides asked Miss Justice Carroll yesterday to fix a later time for a full hearing. This is likely to be October 6, but cannot be decided finally for a fortnight. Meanwhile, the injunction preventing FIL-Fyffes from selling its shares continues.

IDG accepted that the outcome of the case would decide its future. "In the meantime, the board is not yet in a position to advise shareholders as to what action they should take in connection with their shares," it said.

The statement had the support of County NatWest, in contrast to an earlier one backing the Pernod offer, which was approved by only one of IDG's advisers, the Investment Bank of Ireland.

The affidavits backing Pernod's case were not read in court. But they are understood to centre on meetings last Friday and Saturday between

M Thierry Jaquillet, president of Pernod, and Mr Neil McCann, Mr Carl McCann and Mr Jim Flavin, directors of FIL-Fyffes and Development Capital Corporation, its main shareholder.

M Jaquillet and his advisers claim that after haggling over price, FIL-Fyffes directors shook hands on an irrevocable commitment to accept Pernod's offer. A meeting to sign the commitment was arranged for 4pm on Sunday but Mr Flavin declined to sign after GC&C was cleared to raise its bid a few minutes earlier.

Irish Life, which owns 9.7 per cent of IDG, signed a commitment on Sunday night, but on the condition that FIL-Fyffes was also irrevocably committed.

Mr David McCrossan of Allied Irish Investment Bank, adviser to GrandMet, agreed that buying shares before the court decision "does involve some risk. But FIL-Fyffes clearly believe they have a strong case and we are encouraged by that."

The court delay produced a sense of anti-climax at IDG. "We were so close to getting back to our business. Now we have another month of uncertainty," a spokesman said.

## High-rise results in the building sector

# Wimpey soars by 60% Interim profits at Costain leap by 41% to £29.5m

By Cliff Feltham

By Carol Ferguson

The booming housing market pushed up pre-tax profits at George Wimpey, the house-builder and construction group, by 60 per cent to £40.7 million in the first half.

The average selling price of a Wimpey home rose from £44,000 to £53,500. Sir Clifford Chetwood, the chairman, said the rise in interest rates had not caused any drop in demand and the company sold 5 per cent more homes than a year ago.

However, he said it was too soon to say whether the latest rise to 12 per cent would hit the market. "We think there is still a strong demand for houses in the South-east, which should continue although prices are levelling off."

He scotched speculation that the crucial 35 per cent stake in the company held by the Wimpey family's Grove Charity Management Trust was about to change hands.

"I think that I would be the first to know if they were going to sell," he said.

Wimpey is lifting its interim dividend from 2p to 3p a share.

Costain, the construction group being stalked by Sir Nigel Brookes' Trafalgar House, lifted interim pre-tax profits by 41 per cent to £29.5 million, on turnover up 18 per cent to £503 million, in the first six months of the year.

Costain shares jumped 12p to 310p on the news, in a weak market.

Earnings per share increased 45 per cent to 10.9p, and an interim dividend of 4.5p net, up 23 per cent on last year, was declared.

Trafalgar House has been adding to its investment in Costain, and, with this week's purchases, is now thought to have more than 8 per cent of the company.

Mr Peter Costain, the chief executive, said there had been a significant increase in profitability in engineering and construction, mainly due to increased volume, particularly in building, and a recovery in civil engineering.

"We are now able to bid on much bigger contracts, and have bid on the desulphur-

ization project at Drax power station in partnership with Deutsche Babcock," Mr Costain said.

The group is in competition with three other bidders on this contract.

Mining profits also increased, despite a drop in profits from coal due to low coal prices in the US and adverse currency movements.

The shortfall in coal profits was more than made up by gold mining, where Costain makes more than \$200 an ounce at the present gold price.

In the property division, net rental income rose by 26 per cent, and the value of Costain's investment properties jumped to £200 million, with another £300 million of development properties.

"The large development programme and the rental growth being seen should give rise to a further significant increase in the revaluation surplus at the year-end," Mr Costain said.

Tempus, page 26

## Hanson sells stake in BCI

By Our City Staff

Hanson, the industrial conglomerate, appears to have lost interest in bidding for Blue Circle Industries, the cement group. Blue Circle, reacting to speculation in its shares, approached Hanson, which said it had built up a small stake but this had now been sold.

Mr David Poole, the managing director, said yesterday: "Hanson indicated that it had held about 2 million shares in our company over the last three years which is less than 1 per cent, but

these have now been sold." The shares are thought to have been acquired in Blue Circle during an unsuccessful dawn raid in December.

Blue Circle also reported a 43 per cent increase in pre-tax profits to £85.2 million in the first six months of the year. Earnings per share jumped 39 per cent to 24p while the dividend is up 20 per cent to 6p a share.

The improvement was fuelled by a sharp jump in profits from its British cement division, benefiting from higher prices and strong demand.

Sales were running 15 per cent above last year and the company was forced to import supplies to meet demand.

But Mr Poole, who admitted plants were working at full capacity, said there were no plans to build more capacity. "Current prices do not justify investment in new plant."

There is a boom in the building industry cycle and there must be some question of its long-term sustainability," he said. "People are confident of the cycle being maintained in 1989 but you would have to be bold to talk about 1990."

## Farmers deal should be completed by year-end



Boosting turnover: Brian Garraway samples BAT's products while announcing higher profits (Photograph: Harry Kerr)

# BAT profits surge to £711m

By Colin Campbell

Winning control of the \$5.3 billion (£3.1 billion) Farmers Group has cost BAT Industries, the diversified tobacco, retailing and financial services group, \$100 million, or 0.2 per cent of the total outlay, Mr Brian Garraway, the deputy chairman, said yesterday.

The company announced its interim results for the six months ended June showing pre-tax profits of £711 million compared with £642 million on a turnover 6 per cent higher at £8.47 billion. Though results were largely in line with

market expectations, the City was especially pleased with the 17 per cent increase in the interim dividend from 6.5p to 7.6p a share. BAT's shares were 1/2p easier at 436p on the results.

Mr Garraway, fresh from recent friendly talks with Farmers, added yesterday that full regulatory approval of its deal with Farmers would take some time, "but we expect to complete the acquisition by the end of the year."

Once BATs has acquired and absorbed Farmers, it is expected to turn its attention to its next large deal -

probably in the financial services field, and probably within Europe.

Interim results reflect further good performances in the second quarter in tobacco, paper and financial services, though group retailing profits declined.

Argos in Britain and Horden in West Germany continue to improve, but United States retail markets remain sluggish and highly competitive. However, the stronger trading season has only just started, and conditions in the US retail market are beginning to look more encouraging.

The group's share of the US tobacco market has recently increased from 10.6 per cent to 10.9 per cent, which for the first time in years reverses a gradual decline in BATs' market share, and further strides are being made in the Japanese tobacco market.

Mr Garraway indicated, in spite of the initial "cold shoulder" reaction from Farmers, that in the wake of recent meetings that the relationship between the two companies is now warmer.

Tempus, page 26

## Hillsdown success continues

By Our City Staff

Hillsdown's long run of sparkling results continued yesterday, with a 47 per cent jump in interim pre-tax profits to £61.1 million and a 23 per cent rise in earnings per share to 10.5p. The market, however, was unimpressed, and the shares were marked down 5p to 268p.

As usual, acquisitions helped to boost the profits performance. However, the company reported organic growth of 32 per cent at the operating level. Sales in the half-year rose 29 per cent to £1.7 billion, and the interim dividend was increased by 20 per cent to 1.5p net.

Mr Harry Solomon, the chairman of Hillsdown, said profits had increased in five of Hillsdown's six divisions. "The highlights were a 64 per cent rise in food processing profits, fresh meat profits up by 85 per cent, tripled profits in house building and property and a substantial increase in the furniture and timber division," he said.

Food processing profits rose from £10 million to £16.4 million, despite a difficult half-year in its North American fish business. The best-performing division was housebuilding and property, where profits rose from £6.1 million to £18.1 million.

The only area where profits fell was poultry. Hillsdown sold its animal feed business last year, and this, with the start-up costs of its North American poultry business and a difficult British market, caused profits to fall from £12.5 million to £9.2 million.

## Panel relaxes adverts curb

By Rosemary Unsworth  
Retail Affairs  
Correspondent

The postal dispute has forced the Takeover Panel to remind companies and their financial advisers of a caveat in its code which allows some advertising during a strike.

The Panel had to outlaw aggressive advertising two years ago when it was felt that takeovers were being fought on the most damaging advertising copy rather than on the merits of the offer.

The advertisements now

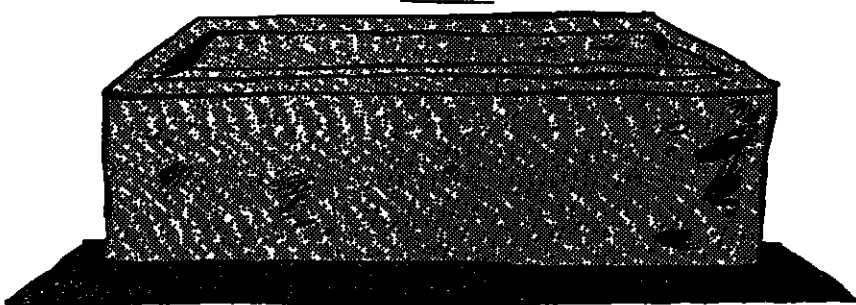
permitted may only reproduce part of essential information contained in offer or defence documents and aggressive copy is still banned. The Panel also retains the right to vet advertisements.

Evidence of how companies are beating the strike was seen in the City yesterday. A merchant bank conducting a takeover bid battle was quoted as a price of £8 a letter by TNT's Skypak on Monday to deliver thousands of letters to shareholders. By Tuesday this had risen to £12 a letter. The bank is now using another firm,

Mailier International, which is charging £6.50 each.

The four leading clearing banks have opened their district and local branch networks for communications deliveries over rights issues acceptances, proxy cards for accepting offers and other shareholder matters.

National Westminster has organized its 3,200 branches to accept communications which will be delivered to its registrars department. It will also handle cheque books and statements through branches where they may be collected.



## It could be the beginning of your most profitable investment.

Ask any financial adviser about personal investments and they're bound to wax lyrical about Unit Trusts, Gilts, Stocks, Shares and so forth.

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reach of the private investor.

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Chesterton

COMMERCIAL PROPERTY



## BUSINESS ROUNDUP

## Orchid Technology result wilts to \$1.23m

Orchid Technology, the USM-quoted Californian computer accessories group, saw pre-tax profits collapse to \$1.23 million (\$724,000), from \$6.5 million, in the year to end-June. But the figures mask a fourth quarter recovery, when the company made \$849,000, said Mr Le Bui, the chairman.

Orchid's shares continue to languish, unchanged at 155p yesterday against a price of 545p at the April 1987 flotation.

## Profit trebled at Western

Western Motor Holdings, the Lada cars distributor, more than trebled pre-tax profits to £4.85 million during the six months to June 30. Turnover was up from £39.6 million to £121.8 million. Earnings per share increased from 21.1p to 33.4p. The interim dividend is 3.5p per share against nil last year.

## VG profits slip to £6m

VG Instruments, the scientific instrument manufacturer based in Crawley, West Sussex, has reported a 29 per cent decline in pre-tax profits, to £6.08 million, on turnover of £55 million, up 21 per cent, in the first half of 1988. Earnings per share fell from 10.28p to 7.5p. An interim dividend of 1.5p (1.5p) was declared.

## Howden in stake buy

Howden Group, which produces air, gas and fluid handling equipment, is buying the outstanding 49 per cent stake in Brown Boveri Howden, a Toronto manufacturer of steam turbine generators and fans, from Asen Brown Boveri, the Swedish-Swiss group, for Can\$10.5 million (£5.04 million) cash. After the acquisition, Howden, the majority partner in BBH, intends to close its plant in Boston, Massachusetts, and transfer its North American fan manufacturing resources to Toronto. However, the company will retain its administrative and marketing functions in Boston.

## Legal costs hit Bremner

Bremner, the Glasgow stores group, made an attributable loss of £749,405 on turnover of £749,405 for the 16 months to May 31, after an extraordinary item of £408,405 for legal costs. Profits before tax and extraordinary items were £187,496, against pre-tax profits of £110,950 in the previous 12 months. There is no dividend.

## Waverley 'has 93%

Waverley Cameron, the stationary manufacturer led by Mr James Gulliver, has declared its offer for Ronald Martin Groomer, the office furniture supplier, unconditional after receiving acceptances representing 93.75 per cent of Groomer's ordinary share capital. The offer remains open until further notice.

## BAT sends happy smoke signals

BAT Industries, in serving up its report for the six months ended June, gave analysts and its other followers the kind of satisfaction and comfort some find from the first cigarette of the morning or a good cigar after dinner.

If there was a pleasant surprise in results which showed that pre-tax profits had advanced from £642 million to £711 million on a 6 per cent increase in turnover to £8.47 billion, it was that the dividend rose 17 per cent.

And, because the best is yet to come, the market had little hesitation in upgrading year-end forecasts and those for the 1989 financial year as well.

In BAT's life, and that of the investing public, the feeling must be that the six months ended June have been dominated by the cut and thrust of the pursuit of Farmers Group. Meanwhile, back on the shop floor, the tobacco, retailing, paper and financial services interests have been ticking away largely on form. Tobacco continues to dominate the profits league bringing in, at constant exchange rates, £389 million (or 52.6 per cent) of the £763 million trading profit.

Financial services again gave a good account of themselves with Eagle Star managing a second-quarter underwriting profit and with the division as a whole turning in £217 million against £211 million, despite reduced investment gains.

The one soft area was retailing, where profits slipped from £31 million to £18 million. However, there is no cause for alarm if only because the second half is traditionally the stronger, and because the

US market — particularly soft — is just starting to look steadier on its feet.

The Farmers acquisition has yet to be finalized, and will therefore have no impact on this year's results. In 1989, Farmers is only expected to mean a very modest dilution in earnings a share. Once Farmers is safely on board, BAT's will turn to its next great leap forward — and that must be within financial services and within Europe.

Meanwhile, year-end estimates are now for £1.63 billion pre-tax compared with £1.39 billion last year, equivalent to net earnings of 62.5p a share. That would be sufficient to pay a total dividend of 19.75p net a share.

For 1989 the forecast is for £1.79 billion, or 69.5p a share, and a net dividend of 22.25p a share.

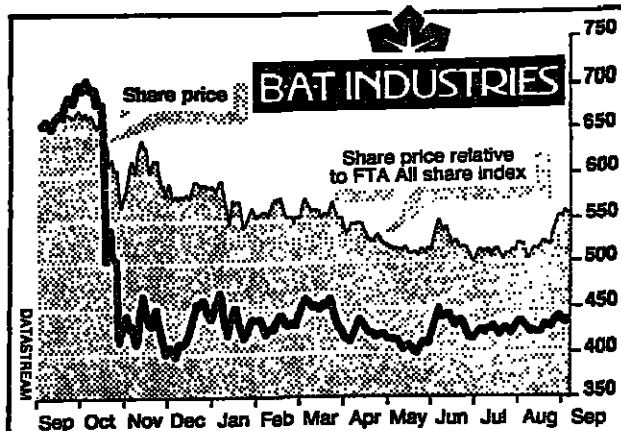
At 436p, the shares are on a 6.9 times rating and a 6 per cent yield. On 1989 projections the p/e is 6.3 and the yield 6.8 per cent.

In time, non-tobacco profits will account for a larger slice of BAT's figures, and investment perception can only improve. Meanwhile, the shares are looking attractive — even for non-smokers.

## Wimpey

It was inevitable that the house price boom would produce a knee-jerk reaction in the stock market to companies in the thick of the housebuilding sector.

Those who piled into George Wimpey on the back of the good trading conditions will have seen their buying justified yesterday by sparkling half-time figures — much



better than many analysts had expected.

But the speculative buyers inspired by prospects of a bid for the company are likely to be disappointed as Wimpey again made it clear that the family trust which owns 35 per cent of the business has no plans to start reducing its holding.

So investment interest in the company is likely, at least for the present, to be firmly focused on its trading prospects. The story so far is good.

Pre-tax profits for the six months to the end of June showed a 60 per cent rise on the corresponding period last year to £40.7 million. Turnover was up from £554 million to a shade under £700 million.

The refocusing of the business is starting to produce material advances across the board, even though housebuilding still remains the powerhouse.

During the first half house sales were 5 per cent above last year's level, with the total for the year expected to be roughly the same as the 10,000

completions last year.

However, the average selling price of new homes has risen from £44,000 a year ago to £53,500, with an improvement in margins accompanying the group's move up-market.

Growing demand outside the South-east has also enabled Wimpey to cash in on its land holdings in the Midlands, the North and Scotland.

The US housebuilding operations, which were loss making last year, are now trading profitably on the back of good market conditions.

Wimpey, which does not break down individual contributions, is also seeing progress in its minerals business, while construction, despite a record £1 billion order book, is experiencing tight margins.

Wimpey can, however, afford to crow over confirmation that it has pre-let its Little Britain development in the City of London to Clifford Chance, the solicitor. It will not say how much for, but analysts believe Chance has

agreed to pay about £45 a sq ft.

Deeper mortgage rates should not deflect the group from making about £128 million for the full year, against £95.8 million last time, although it may not find the house market such a soft touch next year. The shares, 5p easier at 240p, still look attractive.

## Costain Group

Whether it was the good first-half results or the sight of Trafalgar House adding to its stake which pushed Costain Group shares higher yesterday is hard to say. Either way, the shares still look undervalued and a re-rating would appear to be overdue.

The 41 per cent interim profits jump to £29.5 million is the strongest evidence yet of management's success in re-orientating the group after the slumping oil price put paid to the bulk of its Middle Eastern business.

It is often forgotten that as recently as 1980, Costain was reliant on Middle Eastern contracts for 75 per cent of its profits. Today, contracting is not even its biggest division, and the Middle East is a very small percentage of that.

Mining remains Costain's biggest profit source, though by a declining proportion, and investors are focusing rather on its fast-growing house building and property divisions.

The buoyant housing market in Britain has taken the price of an average Costain house from £58,000 in 1987 to £83,000. And margins have improved, despite much higher land prices and building costs.

Costain reports a steady stream of interested buyers through its display houses, apparently undeterred by rising interest rates. The group plans to build 2,000 houses in Britain this year compared with 2,200 last year with a further 200 in the large and buoyant market of Southern California.

Property is also proving a strong profit source both from rental income and development. Its investment portfolio has risen strongly in value from £164 million at the end of 1987 to £200 million currently, and it has a further £300 million development programme.

The group's business is now better balanced among its four divisions than at any time in the past. Perhaps most encouraging is the added attraction of a solid asset base in property and housing in what, only seven years previously, had been primarily a service company.

Possibly this is what Trafalgar House has its eye on. It now has a £45 million investment in Costain, acquired at an average price of 320p a share, and with a commitment of this size it is bound either to bid itself or pass the holding on to someone else who will.

Either way it can hardly lose. Analysts are looking for about £85 million this year, putting the shares on a prospective multiple of about 9.5. There is no bid premium in the price, and scant recognition for the management's remarkable achievements of the last few years. For short-term takeover prospects or long-term profits growth, the shares look a good two-way bet.

## COMPANY BRIEFS

**CONTINENTAL MICROWAVE (Fin)** Turnover £17.17 (£14.58)m. New products in coming years will keep the company in the forefront of its markets.  
Pre-tax: £1.51 (£1.26)m  
EPS: 14.6 (12.5)p  
Div: 2.05 (1.80)p

**HALLS HOMES (Int)** Turnover £18.44 (£12.85)m. The company expects to benefit from new outlets and products in the second half.  
Pre-tax: £1.54 (£1.05)m  
EPS: 9.5 (6.2)p  
Div: 2.0 (1.2)p

**INSTEM (Int)** Turnover £20.30 (£20.15)m. Order backlog remains strong and the company should maintain its momentum.  
Pre-tax: £2.06 (£1.58)m  
EPS: 10.9 (9.0)p  
Div: 2.16 (1.8)p

**ISOTRON (Fin)** Turnover £4.52 (£3.53)m. Company is improving its cash position and looks forward to another good year.  
Pre-tax: £2.06 (£1.58)m  
EPS: 10.9 (9.0)p  
Div: 2.16 (1.8)p

**WSP HOLDINGS (Int)** Board is confident of further set of gratifying results for 1988. Level of business continues to increase.  
Pre-tax: £2.26 (£2.18)m  
EPS: 2.7 (1.9)p  
Div: 0.8p

**ASSET TRUST (Int)** Turnover £0.95 (£1.04)m. Admin. expenses £0.61 (0.60)m. Operating profit £0.34 (£0.43)m.  
Pre-tax: £0.56 (£0.70)m  
EPS: 2.36 (2.83)p  
Div: 1.5 (1.5)p

**MURDIN & PEACOCK (Int)** Company is well on course to exceed £1 billion in sales for the year — achieved throughout by organic growth.  
Pre-tax: £5.08 (£3.17)m  
EPS: 3.3 (2.1)p  
Div: 1.85 (1.6)p

**TORDAY & CARLISLE (Int)** Turnover £9.06 (£8.54)m. Since June 30 demand has strengthened and board remains confident of outlook for 1988.  
Pre-tax: £0.62 (£0.40)m  
EPS: 12.4 (9.8)p  
Div: 2.8 (2.3)p

## ALPHA STOCKS

Vol '000	Vol '000	Vol '000	Vol '000
ADT 895	CJ 1,458	Laporte 32	Saschli 223
Abbey 886	Corn Gold 1,157	L&G 975	Sainsbury 420
Ad-Lyons 536	Cookson 181	Lloyds 391	Scott & N 2,092
Amstrad 5,394	Courtauld 408	Lovell 1,814	Seers 3,048
ASDA 1,906	Dalrymple 986	Lucas 445	Sedgwick 886
AB Foods 39	Dee 1,057	Magnet 136	Shell 674
Argyll 842	Doors 375	M&S 3,718	Stob 674
BAA 941	ECC 414	Marshall Cm 711	Stough 681
BET 985	Enterprise 2,649	MEPC 85	Smith & N 5,433
BIR 1,569	Forrester 2,835	Metal Box 1,894	Smith WH 108
BAT 3,746	Fisons 811	Midland 1,158	Smith Ind 206
Berseys 747	FKI Babcock 1,003	NetWest 407	STC 495
Bass 187	Gen Acc 173	Next 1,074	Stan Chart 280
Beecham 1,265	GEC 3,425	Nth Food 502	Stokes 2,588
Beezer 2,314	Globe Inv 840	P&O 310	Sum Africa 783
Bentley SW 313	Glynwed 658	Pearl 91	T & N 496
BICC 835	Granada 250	Pearson 194	Tarmen 1,867
Blue Arrow 2,261	Grange 578	Petrol 1,367	Tate & Lyle 41
Blue Circle 578	Grand Met 547	Plessey 645	Taylor Wood n/a
BOC 317	GUIS 'A' 54	Polly Peck 830	TBS 1,828
Boots 4,284	GRI 479	Prudential 361	Teeco 983
BP 413	GVA 440	Racal 2,211	Thorn EMI 887
Br Aero 547	Guinness 1,525	Rk Hovis 604	Trafalgar 431
Br Airways 1,307	Harmen 'A' 37	Rank 1,137	THF 1,165
Br Comm 442	Heron 5,170	RAC 350	Ultarum 187
Br Gas 3,821	H & C 56	Redland 481	Unilever 385
Br Land 270	Hawker 325	Reed 1,055	Unilever 919
Br Petrol 5,421	Hilldown 1,840	Reunert 290	United BS 1,253
Br Telecom 2,059	IMC 284	RFC Gp 1,385	Unilever 132
Bunzl 2,394	ICI 651	RTZ 1,291	Welcome 385
Burnham 613	Inchcape 421	R-Boys 930	Whitford 222
Burns 2,394	Jaguar 178	Robson 'B' 776	Williams 948
C&W 676	Lesmo 1,350	Rowntree n/a	Wills Feb 292
Castbury 1,085	Ladbroke 957	Royal Bank 76	Whitney G 1,252
Costs 2,591	Land Sec 712	Royal Ind 117	Woolworth 845

## The Royal Bank of Scotland plc

## Alteration to Interest Rate



The Royal Bank of Scotland plc announces that the monthly rate of interest charged to its Access cardholders will be increased from 1.75% to 2% per month (equivalent to an annual percentage rate of 26.8%) with effect from 1 October 1988.

From that date the new rate will be applied to all interest bearing balances, cash advances and to purchases attracting interest for the first time.

The first sentence of Condition 10 of The Royal Bank of Scotland Access Conditions of Use is amended accordingly.

Registered Office, 36 St Andrew Square, Edinburgh EH2 2YB.  
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## FINANCIAL NEWS FROM B.A.T INDUSTRIES

RECORD  
FIRST HALF  
PRE-TAX  
PROFIT +11%

## SIX MONTHS RESULTS

£1 = \$1.71 at 30.6.88 (\$1.88 at 31.12.87)

	6 months to June 1988	6 months to June 1987	Change
PRE-TAX PROFIT	£711m	£642m	+11%
EARNINGS PER SHARE	28.02p	26.09p	+7%
DIVIDEND PER SHARE	7.60p	6.50p	+17%

Interim dividend of 7.60 pence, up 17 per cent • Further good progress in second quarter • Half year turnover at constant exchange rates rose 7 per cent • Financial services — substantial progress with a profit of £217 million, an increase on 1987 even though smoothed investment gains were £49 million lower. Eagle Star's underwriting performance much improved, and record first half for Allied Dunbar • Tobacco profits up 25 per cent — BATCo and Brown & Williamson did well in domestic markets, with buoyant export sales • Paper and pulp profit up 7 per cent — progress by Wiggins Teape and associated companies outweighed reduced profit from Appleton • Argos and Horden had good first half but US retailing results suffered from reduced margins.

**B.A.T INDUSTRIES**  
FINANCIAL SERVICES • RETAILING • PAPER • TOBACCO

The full quarterly report is being posted to shareholders and copies are available from the Company Secretary, B.A.T Industries plc, Windsor House, 50 Victoria Street, London SW1H 0NL.

City is  
Carless

Bunzl up  
to interim  
£43.7m

By David...

Bunzl, the international trading and distribution group, has reported a record first half performance, with turnover up 10 per cent to £43.7 million and pre-tax profit up 11 per cent to £7.11 million. The company's shares rose 17p to 437p in early trading yesterday.

Moss Bros starts to roll

The remainder of the world's wool is being processed by the Harrod prime merino line, which is being processed in the warm on an old Moscow old Wilson hat, that no one can afford to wear. The president of the clothing retailers has been busy with the cupboards, and the company is now in a position to start rolling.



# City is surprised at £287m Carless merger with Ryan

By David Young  
Energy Correspondent

Carless, the company which first produced petrol from oil, is to merge with Ryan International, the British independent oil producer, in a deal which puts a £287 million price on the combined group.

The merger will be accomplished by Carless exchanging 17 of its shares for every nine Ryan International and will involve the issue of 94 million new shares, about 34 per cent of the enlarged company.

London Merchant Securities, the biggest single shareholder in Carless, has backed the deal, which will dilute its Carless holding from 27.5 per cent to nearer 17 per cent.

But one other large institutional shareholder said last night that Mr Ian Clubb, the Carless chief executive, and Mr Crispian Hotson, the Ryan chief executive who will become deputy chief executive of the company, will have to be "very convincing about their plans if we are to stay with the company."

Most oil industry analysts have limited their comments on the merger to pointing out what the shareholders think about it in the market. Carless shares are now down to about 85p compared with 98p before the merger was announced and 128p just over two weeks ago. The Ryan share price has dropped from 185p to 155p.

Oil analysts are questioning why a full-scale merger is necessary when the declared aims of the new company could have been largely met by becoming involved in joint ventures. However, Mr Clubb is convinced that once the



Oil and coal mix: Ian Clubb (left) with Crispian Hotson yesterday (Photograph: Alan Weller)

City realizes the shape of the new company it will welcome the move.

He said: "London Merchant Securities has been very supportive throughout our discussions and the two management philosophies fit so well."

"We are creating not an oil company but an energy company. Our strength in producing oil and manufacturing and marketing oil products fits well with the Ryan strengths of producing and marketing coal."

"We will be able to take advantage of all the opportunities offered to us by the

privatization of the power industry and eventually by the privatization of the coal industry. Both our track records are impressive."

Carless and Ryan are both companies with substantial cash flows. Carless is the operator of the Humble Grove oil field in Hampshire and has 7 per cent of the larger Wytch Farm field in Dorset, which is about to move from producing 10,000 barrels a day to 60,000. The company is also highly tax-efficient.

It is understood that Ryan is already well advanced on discussions on coal supply contracts to potential private

power generators and Carless is also well advanced in discussions with companies who want to move into the power industry.

Carless is a leading producer of special oils, solvents and high-value chemicals for industry and is credited with the invention of petrol, when it used its distillation technology to refine kerosene used in a power boat to provide higher octane fuel for a speed record attempt.

Mr Clubb last night emphasized the expertise both companies have in developing "niche markets" in their respective fields.

## Insurance profits jump after mild winter

By Our City Staff

Mild weather in the first half of 1988 helped the Sun Alliance and Legal & General insurance groups to report strongly improved interim results.

Sun Alliance increased pre-tax profits by more than 74 per cent to £182.3 million. Mr Roger Neville, the chief general manager, said there had been a further improvement in underwriting results throughout the world. There was an underwriting profit of £30.1 million over the six-month period against a loss of £30.2 million last year.

The good underwriting result was achieved despite £22 million of late claims arising from last October's hurricane.

Sun Alliance is increasing its interim dividend to 15p (10p). Part of the increase is intended to reduce the imbalance between the size of the interim and final payments.

The insurance group also announced yesterday that it is buying a 30 per cent stake in Swinton (Holdings), the family-controlled insurance broker, for £30 million. The Scowcroft family remains in control of Swinton, with Mr Kenneth Scowcroft as chairman and Mr Brian Scowcroft as managing director. Two Sun Alliance executives have joined the Swinton board as non-executive directors.

Swinton has a national chain of 350 insurance "shops," selling life and general insurance policies. It is a tied agent for Sun Alliance, under the Financial Services Act, for the sale of life and pension products.

Legal & General posted pre-tax profits of £61.7 million against £42.8 million in the first half of 1987.

The rise was largely due to excellent figures on the company's general insurance account, and in particular on its property insurance business. Impressive results in its life business had already been signalled by previously-released new business figures.

The general insurance account contributed £25.2 million to the total pre-tax profits figure, as against £5.4 million in the same period last year. L&G is giving its shareholders an 18.4 per cent increase in the interim dividend which is now 4.4p against 3.8p.

Non-US life and pensions business contributed £39.1 million to the profits (£33.4 million). The company took in £216 million of new single premium UK life and pensions business — twice as much as the first half of 1987 and £104.6 million in annual premiums (£61.9 million).

## COMMENT

# Lessons to be learnt from the IDG saga

The decision by Lord Alexander and his full Takeover Panel to back its executive's decision to allow a higher Grand Metropolitan bid for Irish Distillers Group was clear and inevitable. But it has hardly simplified the situation. The one month delay before IDG shareholders know whether they are tied to Pernod's Ir450p bid or can accept Grand Metropolitan's Ir525p has produced yet more intriguing confusion in what must become a classic case study in takeover history.

The question is, who is going to bear the risk of the Dublin High Court's decision? Yesterday's market action suggested Grand Metropolitan would relieve uncommitted shareholders of the unhappy prospect of FII-Fyffes' 20 per cent stake being tied to Pernod and thus giving it control.

Irish Distillers shares had to be requested yesterday. It would have been quite unreasonable to leave them suspended for the duration. But as Warburg leapt in to buy for GrandMet, the London buying price surged from the suspension level of 369p to a peak of 438p before settling down slightly. That is only a few pence below the equivalent value of GrandMet's offer, giving shareholders a selling opportunity not to be missed.

It is possible, but unlikely, that Pernod would chase the bid price higher if it lost the court case. The risk of the

price going lower as a result of a court decision adverse to IDG shareholders is therefore greater than the prospect of losing the benefit of a yet higher offer.

As another curious twist in this case, the 60-day bid timetable will start only when Pernod posts its lower competing offer. And if the court decision goes the wrong way for GrandMet, it is even possible that Irish Distillers could end up controlled by Pernod but with GrandMet as a powerful minority shareholder.

It would certainly suit the IDG board's original preference for independence if GrandMet decided — somewhat uncharacteristically — not to sell its stake to Pernod. The present imbroglio, it must be remembered, stems from GrandMet's obligation to go straight to a "final" bid as soon as it was cleared to continue the former GC&C consortium bid on an extended timetable. Old City hands explain that bidders do not go "final" when there are a few large shareholders such as FII-Fyffes and Irish Life. Rather they feel towards what these consider an acceptable price. Only the rare combination of a final offer and two dominant shareholders allowed Pernod and its advisers to try for that other rarity, the competing lock-out bid.

The IDG saga may not be a precedent, but it has plenty to teach aspiring merchant bankers.

## Goodbye, credit controls

The Treasury's latest rejection of credit controls is so detailed and so definite that the possibility of their early re-introduction can now be safely left out of the debate. The easing up in the housing market in August, as in every August, has encouraged the Treasury in its belief that the interest rate mechanism is working. We shall see.

The speech by Economic Secretary Mr Peter Lilley to Liffe yesterday sought to demolish the case for credit controls. Thus, credit cards are not a problem, covering only 5 per cent of personal sector debt, so there is no point in seeking to control them. The fact that their growth has been rapid and, apparently, not responsive to interest rate changes is not, however, covered.

A re-introduction of the "corset" controls of the banks — the supplementary special deposits scheme of the 1970s — is similarly rejected, on the usual grounds that the abolition of exchange controls rendered the corset ineffective. Curiously the point is made that direct controls would raise the cost of credit. But surely part of the effect of controls would be to reduce the upward pressure on interest rates?

Limits on the size of mortgage advances do not find favour at the Treasury because they would be "unfair, hitting first-time borrowers first" —

which is a bit rich coming from an institution which has just closed off the multiple tax relief route into the housing market for first-time buyers.

The Government's case against controls is as much based on philosophical as on economic grounds. And there is nothing wrong in that. The main case for credit controls rests on the possibility that they would inflict a short sharp shock on the growth of money and credit. That may be too short-term a benefit for which to abandon a long-held principle.

That said, the fundamental problem of monetary policy in Britain will not be solved by emergency missions into high interest rate territory. High interest rates in Britain, compared with the now-nolonger stagnant continental European economies, imply a continued lack of credibility, both for monetary policy and control over inflation.

The solution may not rest with the old remedies of credit controls, or even with the usual alternative, instant British membership of the exchange rate mechanism of the European Monetary System. The Chancellor has to demonstrate first, that he is in control of economic policy — in itself far from easy — and second that he is determined in his resolve against inflation, on which the City has always suspected that he is a waverer. Those are his tasks for the autumn.

## Bunzl up to interim £43.7m

By Martin Waller

Bunzl, the paper, packaging and distribution group, raised trading profits from £39.2 million to £48.8 million in the half-year to the end of June.

But higher interest charges and currency losses, as well as the absence of a £5 million windfall gain on investments this time, mean the pre-tax advance is, at £43.7 million, just £800,000 higher.

This figure was at the cautious end of market estimates, and the shares lost 2p to 137p. The interim dividend is 2.4p, against 2.1p.

Mr James White, the chairman and chief executive, said 36 per cent of the rise at the trading level was organic, and this was an improving trend.

The group's heavy acquisition programme boosted interest costs by £8 million compared with the first half of 1987, and another £2.6 million was lost to the strength of sterling.

Gearing at the end of the half-year stood at 77 per cent, after £95 million was spent in the first few months of the year on acquisitions. Some 80 per cent of the company's £183 million borrowings were in dollars, the mass of this at fixed interest rates of no higher than 8.5 per cent, Mr White said.

Gearing is expected to fall to about 50 per cent by the year-end.

## Beatty boost for BICC

By Graham Searjeant  
Financial Editor

A good performance by the Balfour Beatty construction group helped BICC raise operating profits by 17 per cent to £75 million in the first half on turnover up 19 per cent to £1.37 billion.

The cable, construction and electronic technology group's earnings jumped by 21 per cent to 17p a share and its interim dividend has been raised by 19 per cent to 4.75p per share (against 13p for the whole of 1987).

But pre-tax profits rose by a more modest 13 per cent to £68 million, because purchases of outside interests in the group's Australian business led to a near doubling of

interest charges to £6.9 million. This was offset by a relative drop in minority interests at the earnings level.

A boom in housing and office development, as well as its traditional specialized electrical construction business, helped Balfour Beatty lift operating profits by 41 per cent to £18.9 million. Mr Robin Biggam, the chief executive, said it would also produce a strong performance in the second half.

The cables division increased pre-interest profit by 10 per cent to £22.8 million, with continuing productivity benefits from rationalization.

The international division (chiefly Australia) raised operating profits by 11 per cent to £29 million and the shrunken

and re-organized technology division improved by 15 per cent to £3.9 million.

Sir William Barlow, BICC's chairman, dismissed criticism of performance on the British end of the Channel tunnel by Mr Alistair Morton of Euro-tunnel. He said the contractors had encountered wet soil problems in digging the first two kilometres of service tunnel which were not unusual, but they had now come through to dry soil.

"It is all very early days," he said. "The construction teams are in good heart and we are optimistic that this will prove a profitable contract for our shareholders."

The results matched market hopes and BICC shares held at 344p.

## Bassett bid wins Jamesons

By Our City Staff

Bassett Foods, the Liqueurice Allsorts and jelly babies group, has emerged as the bidder for Jamesons Chocolates in an agreed deal worth £9 million.

It is offering £21.80 in cash and 11 of its shares for every 15 in Jamesons, the company which supplies chocolates to Woolworth and other retail chains.

At yesterday's share price, with Bassett down 10p to 263p, the offer valued each Jamesons share at 338p. There

is a 325p cash alternative. The shares rose 20p to 325p in response.

A rise in the share price of Jamesons on Monday morning, which forced a holding statement from the company saying it was in bid talks, prompted a complaint to the Stock Exchange from Hambros, the company's merchant bank.

The Exchange is thought to have started a routine investigation into dealings in Jamesons by its insider dealing group. Mr Christopher Balfour, a director of the bank,

said his decision to seek an investigation came simultaneously with the triggering of the Exchange's own surveillance procedures. In a thin market such as Jamesons, only a small purchase of shares was likely to prompt a move in the price, he added.

Bassett, which has been seeking to expand its chocolate-making operations, has the blessing of 77.5 per cent of the Jamesons share capital. This includes a 17 per cent holding by Trebor, the private confectioner which says it will take cash for its holding.

## Moss Bros starts to roll

The reminiscences are well worth hearing. Of the time Harold Macmillan, when prime minister, hired a fur-lined overcoat to keep him warm on an official visit to Moscow... and of how Harold Wilson had followed suit a few years later, but insisted that no one be told it had been hired. Monty Moss, aged 64, president of Moss Bros, the clothing retailer and hirer, has been busy clearing out his cupboards. For, in just one month, the company will be vacating its home for the past 130 years and setting up shop in Regent Street. With its erstwhile headquarters in Covent Garden now sold — for £23 million — to a Japanese property company, Moss Bros will be retaining one retail outlet in nearby King Street. But the Regent Street site will become its flagship store. "We have to be out of here by the end of January, but our Regent Street store will open in October," says Moss. The clear-out of stock means there will be a grand sale at the Covent Garden shop for three full months. "There will be lots of saddlery bargains because that's the one department we'll be closing down," he says. Although Moss Bros has first refusal on the Covent Garden site when its redevelopment is complete, Moss admits that the family is a little sad. "But it's a bit like a bereavement," he says. "There's so much to be done we haven't had time to be too sentimental."

## THE TIMES CITY DIARY

### Guides in a new house

Robert Wigram, the long-established private client broker bought by hotel, leisure and property group Stakis just one month before the crash, has, I hear, just lost two of its employees to Guidehouse Securities, the stockbroking arm of the diversified financial services group. Christopher Blyth and Stuart Mitchell,

who dealt with some 2,000 private clients, will be joining their new firm as associate directors. "We are looking to expand further," says John East, managing director of Guidehouse Securities, "but before we can do so we need to find bigger premises — we've reached our limit in our present offices."

### Stop press

Another casualty of the postal strike was a much-heralded press conference, planned for yesterday, and jointly hosted by the Post Office and Securicor — already the second largest distribution company after the Post Office — to unveil a new overseas mail distribution service. But because of well-founded fears by their public relations advisers

that the representatives from the Post Office would be swamped with questions about the strike rather than the new service it was postponed. Ominously, no new date has been fixed — sounds as if they think this one could run and run...

### Vickers vim

Citicorp Scrimgeour Vickers has been busily filling still more of its empty desks. I hear. This time the new faces will be seen in the insurance and engineering sectors. Monday saw the arrival of ex-Shearson Lehman and Quilters insurance expert Paul Kelly, after a brief sojourn away from the City, and next week Martin Smith, ex-County NatWest WoodMac, arrives to join the Scrimgeour team which, at the moment, comprises Chris Avery. Another recruit is, I hear, analyst Richard Finch, who has left Spencer Thornton in order to join the... cam.



## Gender blenders

Let us hope that the BBC does not follow suit... Brokers and investors alike in Australia, New Zealand and Canada are apparently finding it almost impossible to make head or tail of some of the stock market reports being broadcast by their national radio stations, because of a policy decision to abolish all "sexist" terms. On Radio New Zealand this means that "businessman" has been converted to "business person," while in Australia he or she becomes "a person in business." A "girl Friday" is now to be known as a "right-hand person." "man hours" will be known as "labour hours," a "tradesman" as a "tradesperson" and office girls will in future be called "office helpers." In Toronto, the Canadian Broadcasting Corporation has decreed that the term "gentleman's agreement" is to be abolished in favour of "honourable agreement" and it has even gone so far as to change the word "postman" — remember them? — into "letter carrier." In New Zealand, on the other hand, such a functionary is now to be called a "postie."

● Barbara Conway, aged 36, who once brought terror to many in the Square Mile as an investigative journalist on the Daily Telegraph, is returning to her old trade. Conway, who became head of information at the fledgling SIB in 1986, is leaving at the end of this month to join BBC Television's new business and economics unit.

Carol Leonard

# BLUE CIRCLE: A RECORD HALF YEAR

Interim Announcement  
Half Year to 30th June 1988

	1988	1987	% Change
Profit before tax	£85.2m	£59.7m	+43.0
Earnings per share	24.0p	17.3p	+39.0
Dividends	6.0p	5.0p	+20.0

- UK Cement Division increased its operating profit by 78 per cent to £31.4 million.
- Home Products profits rose by 62 per cent to £9.4 million, including a first time contribution from Birmid Qualcast.
- Property profits almost trebled to £12.4 million, from £4.2 million.
- Brick profits advanced to £3.2 million from £0.7 million.
- Overseas, profits were lower from the United States but Mexico, Africa and Chile again produced good results.

Blue Circle Industries PLC

Portland House, Stag Place, London SW1E 5EA



# Oil price worries hit big producers

GREEN



## Payout boosted by Peter Black

Peter Black Holdings, the Yorkshire supplier to Marks and Spencer, has boosted profits by more than a quarter and increased the dividend by a third.

The group made £8.5 million pre-tax profits in the 13 months to June 4, against £6.6 million in the previous 12 months to May 2 — an increase of 27 per cent. Turnover was £133 million, of which 60 per cent was sold to M&S. Turnover in 1987 was £99.5 million.

The final dividend is recommended at 1.31p, making a total of 1.82p, up 32 per cent. Mr Thomas Black and his brother, Gordon, the joint chairmen, hold 45 per cent of the shares in the group, which was founded by their father to produce shopping bags from army surplus material.

The footwear division, which represents about half the business, has integrated the acquisition of Newbold group and its factory has been modernized. The purchase also gives the group a niche in women's leather shoes and it hopes that the acquisition of the quality shoe company, Morlands of Glastonbury, last August, will also help brand name development.

The homeware division, the second largest in the group, which acquired Hornsea pottery last year, has also been expanded.

Its designs are now co-ordinated with the existing home lighting, textiles, bedding and curtain ranges.

"We are the largest supplier to Marks and Spencer of home-wear products and it is a sector in which M&S is fastest-growing and has the lowest market share of all its divisions," said Mr Gordon Black.

The third division in sales terms is toiletries and cosmetics. Orders are at a record level and Black expects to strengthen its market position in this field.

The furniture company, which is due to launch a limed-pine dresser at a retail price of just under £1,000, is also to benefit from new premises at Fakenham, Norfolk, to cope with increased demand.

Total group capital expenditure, excluding acquisitions, was £6 million.

Black is also distributing other manufacturers' products for M&S and is considering setting up a division for this business alone.

The shares gained 1p to 150p on the results.

## Placing puts £10m tag on Ritz Design



Expansion by design: Michael Bancroft of Ritz yesterday (Photograph: James Gray)

By Rosemary Unsworth  
Retail Affairs  
Correspondent

Ritz Design Group, which supplies Marks and Spencer with blouses, lingerie and nightwear, is coming to the stock market via a 39 per cent placing.

The placing price is at 118p a share, valuing the group at £10.64 million. Of the £2.6 million to be raised, about £1.8 million will be used to redeem the participating preference shares issued when the company was bought out by its management in 1986. The balance of £815,000 will be used for additional working capital. Dealings are expected to start next Thursday.

M&S is the principal customer of Ritz, which also sells

its nightwear under the Lux-Lux label to other leading retailers, including Selfridges. One of its latest successes is a cotton-polyester night shirt which has been in production at the Leek, Staffordshire, factory since its launch two years ago.

Ritz has decided to come to market this month, despite difficulties in the retail sector, instead of waiting until the end of the year so that it can proceed with acquisitions. In addition, M&S prefers its leading suppliers to have quoted status, said Mr Richard Clemons, the chairman.

The company will spend £700,000 on a computer system over the next three years to help improve productivity. The placing also provides a share options scheme which is

due to receive Inland Revenue approval. This will provide incentives for managers who were not part of the buyout, and the workforce.

Ritz, whose group managing director is Mr Michael Bancroft, has not made a profits forecast for the placing. Its pretax profits for the year to end-March were £1.4 million, on turnover of £20.7 million, against profits of £619,000 and sales of £18 million previously.

Earnings per share are calculated at 11.8p, giving a p/e ratio of 10 at the placing price, or 8.3 times when the tax charge is taken into account. The board expects to recommend a dividend of 2p net for the year to end-March 1989. First-half figures will be announced in December.

## B Elliott in call for £8.7m

By Martin Waller

B Elliott, the machine-tool maker and specialist engineer, is asking shareholders for £8.7 million to fund future expansion.

It has already acquired Vanner, a maker of electronic equipment for converting and regulating power sources based in Columbus, Ohio, for \$3.65 million (£2.14 million).

Vanner is located close to Weldon, Elliott's US lighting subsidiary, whose business it complements, said Mr Michael Frye, the chairman.

Mr Frye took over in April last year and initiated a sweeping restructuring programme, a key element of which was the acquisition of complementary engineering businesses.

"The proceeds of the issue will provide permanent funding for Vanner and will provide the group with a wider capital base to enable it to pursue vigorously its acquisition policy," he commented. Shareholders are offered one new ordinary share for every two held, and 87 new ordinaries for every 200 convertible preference.

The new equity is offered at 76p, against a share price yesterday 9p lower at 88p.

Mr Frye said he was hoping to reduce the group's holding in its South African business, which currently generates the largest proportion of profits, some time in the first half of 1989.

## Portals rises to £9m

Portals Holdings, the bank note to water treatment group, lifted pretax profits 10 per cent to £9 million in the six months to end-June, on sales up 10 per cent at £101.74 million. Earnings per share rose from 8.76p to 9.42p.

## FISONS

Rights Issue and Extraordinary General Meeting

Special receiving arrangements

The latest time for acceptance and payment in full for the Rights Issue of new Ordinary shares in Fisons plc is 3.00pm on Friday, 9th September, 1988. Completed provisional allotment letters are due to be received at Barclays Bank PLC, Fleetway House, 25 Farringdon Street, London EC4A 4HD by that time. Forms of proxy for the Extraordinary General Meeting must be received by 10.00am on Saturday, 10th September, 1988.

Due to current postal delays, arrangements have been made for certain branches of Barclays Bank PLC, whose addresses are set out below, to act as additional receiving centres.

Completed provisional allotment letters and forms of proxy will be accepted if they are lodged before 12.00 noon on Friday, 9th September, 1988 at any of the following branches of Barclays Bank PLC.

Birmingham 63 Colmore Row	Loughborough 2 Bishop Meadow Road
Bristol 40 Corn Street	Manchester 17 York Street
Brighton 139-142 North Street	Newcastle upon Tyne Percy Street
Cardiff 121 Queen Street	Norwich Bank Plain
Edinburgh 35 St. Andrew Square	London — Pall Mall 1 Pall Mall East
Exeter 20 High Street	Plymouth 19 Princess Street
Glasgow 90 St. Vincent Street	Sheffield Commercial Street
Ipswich 1 Princes Street	Southampton 171-172 High Street
Leeds 28-30 Park Row	Uxbridge 142 High Street
Liverpool 4 Water Street	York 1, 2 & 3 Parliament Street

Completed provisional allotment letters will also be accepted before 12.00 noon on Friday, 9th September, 1988 at the Registrars of Fisons plc, Barclays Bank PLC, Registration Department, Octagon House, Gadbrook Park, Northwich, Cheshire. Provisional allotment letters and forms of proxy are lodged at shareholders' own risk.

This notice is issued by Fisons plc and has been approved by S. G. Warburg & Co. Ltd., a member of The Securities Association. S. G. Warburg & Co. Ltd. has underwritten the Rights Issue.

### RECENT ISSUES

EQUITIES			
BAGS (118p)	120	Palmerston Hldgs	140 +1
Bucknell Aust (110p)	118	Rentaminster	205
Bulfinch (125p)	160	Rockport	112 +1
Calwell Inv	48	Saunderson Elec (130p)	146 +1
Christie Grp (145p)	168	Savills (125p)	121 -1
Cokroy (150p)	145 -3	SCR Corp	218 1/2
Computer People	190	Silverfield-R (80p)	93
Conroy Plc	42	Sonic Tape (150p)	11 1/2
Environ Group (185p)	165	Steeley	314
European Colour	27	Tamarr	60 -1
Exmoor Dual Inv	40	Tatts (John) (80p)	91 -1
Harrings (85p)	143	Thomson (125p)	127
Herring Son (150p)	142 -3		
Hi-Tech Sports	146 -1		
Jackson Group	110		
Linear Group (115p)	107 -1		
Lowndes Queensway	75		

### TRADITIONAL OPTIONS

First Dealings	Last Dealings	Last Declaration	For Settlement
August 22	September 9	November 24	December 5
Options were taken out on: 7/88	Options were taken out on: 7/88	Options were taken out on: 7/88	Options were taken out on: 7/88
BOMAS, Glaxo, Guinness, Milnor, Patagonia, Pilsner, Sainsbury & Sainsbury, Treflaser House.	BOMAS, Glaxo, Guinness, Milnor, Patagonia, Pilsner, Sainsbury & Sainsbury, Treflaser House.	BOMAS, Glaxo, Guinness, Milnor, Patagonia, Pilsner, Sainsbury & Sainsbury, Treflaser House.	BOMAS, Glaxo, Guinness, Milnor, Patagonia, Pilsner, Sainsbury & Sainsbury, Treflaser House.

## GREECE FUND LIMITED

(Incorporated with limited liability under the laws of Jersey, registered number 41390)

### PLACING

of  
20,000 Units  
each consisting of 100 Shares of \$0.01 each  
with a Depositary Warrant to subscribe a further 20 Shares  
at a Placing price of \$1,070 per Unit  
payable in full on Closing

### Sponsor

SCHRODER SECURITIES LIMITED

### Share capital

Authorised \$46,000  
4,600,000 Shares of \$0.01 each  
Issued and now being issued fully paid \$20,000

The Units have been placed internationally by J. Henry Schroder Wagg & Co. Limited, Schroder Securities Limited and others.

Application has been made to the Council of The Stock Exchange for the Shares and the Depositary Warrants of Greece Fund Limited issued and now being issued to be admitted to the Official List. It is expected that Listing will become effective and dealings in the Shares and the Depositary Warrants will commence on 19th September, 1988.

Particulars relating to the Company are available in the Extel Statistical Service. Copies of the Listing Particulars may be obtained during normal business hours (Saturdays and public holidays excepted) up to and including 12th September, 1988 from the Company Announcements Office, Primary Markets Division, The Stock Exchange, 46 Finsbury Square, London EC2A 1DD, and up to and including 22nd September, 1988 from:

Schroder Securities Limited 120 Cheapside London EC2V 6DS	Greece Fund Limited Waterloo House Don Street St. Helier Jersey Channel Islands
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8th September, 1988

## B. Elliott plc

Due to a curtailment of postal services, the following Notice convenes an Extraordinary General Meeting of the Ordinary shareholders of B. Elliott plc in accordance with its Articles of Association. Copies of the Notice and the accompanying Circular to shareholders giving details of the Rights Issue of New Ordinary Shares will be posted as soon as practicable and in the meantime are available for collection from the registered office of the Company (set out below) and from Hambros Bank Limited, 41 Tower Hill, London EC3N 4HA.

### NOTICE OF EXTRAORDINARY GENERAL MEETING

NOTICE is hereby given that an Extraordinary General Meeting of B. Elliott plc will be held at 10.00 am at Hambros Bank Limited, 41 Tower Hill, London EC3N 4HA on Friday 23 September 1988 for the purpose of considering and, if thought fit, passing the following Resolution which will be proposed as an Ordinary Resolution:

### ORDINARY RESOLUTION

THAT the authorised share capital of the Company be increased beyond the registered capital of £14,372,222 divided into 150,000 3.15 per cent, formerly 4.5 per cent, gross, Redeemable Cumulative Preference shares of £1 each, £125,000 7 per cent, Convertible Redeemable Cumulative Preference shares of £1 each and 28,388,888 Ordinary shares of 25p each to £18,943,350 by the creation of an additional 18,264,112 Ordinary shares of 25p each; and

THAT, without prejudice to the authority granted to the Directors pursuant to Resolution 7 passed at the Annual General Meeting of the Company held on 30 July 1987 and as a supplement thereto, the Directors be and are hereby generally and unconditionally authorised to exercise all or any of the powers of the Company to allot, grant options over, offer or otherwise deal with or dispose of any relevant securities (within the meaning of Section 80(2) of the Companies Act 1985) of the Company up to an aggregate nominal amount of £4,571,128 for a period expiring on 28 July 1989, unless previously renewed, varied or revoked by the Company in General Meeting; save that the Company may prior to such expiry make an offer or agreement which would or might require relevant securities to be allotted after such expiry and the Directors may allot relevant securities pursuant to any such offer or agreement.

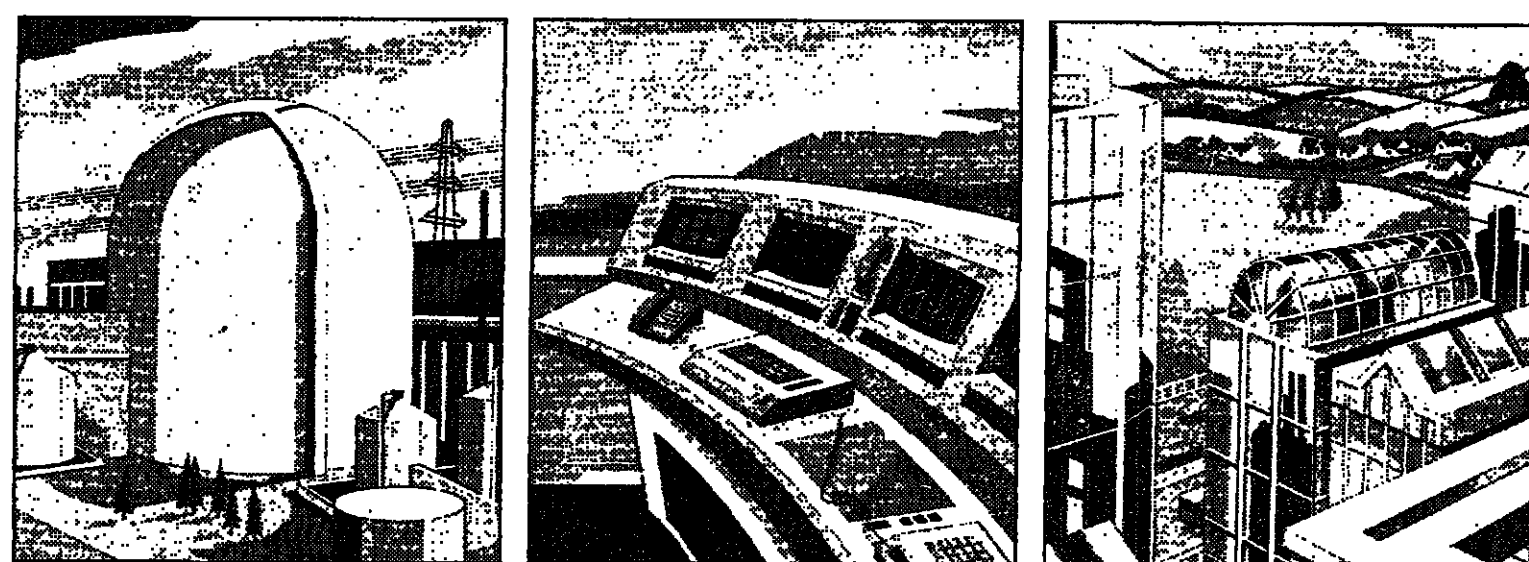
7 September 1988

By order of the Board  
Registered Office: Elliott House, Victoria Road, London NW7 6NY

J. Holman  
Assistant Secretary

Notes:—  
(1) Different forms of proxy will be available for collection at the following locations from today: Hambros Bank Ltd, the registrars R. H. Standish & Co., Brunel House, Newlands Drive, Witham, Essex CM8 2JL, and the Company's offices at Bedford, Birmingham, Brighton, Eastbourne, Exeter, Ipswich, London, Liverpool and Newcastle. Details of the addresses of these offices may be obtained by telephoning the Company on 01-947-1233.  
(2) A member entitled to attend and vote, on a poll, at the Meeting is entitled to appoint one or more proxies to attend and vote in his stead. The proxy need not be a member of the Company.

(3) To be valid the instrument appointing a proxy (together with the power of Attorney or other authority, if any, under which it is signed or a notarial certificate of each power of attorney) must be deposited at or posted to any of the above offices referred to above, not later than 48 hours before the time fixed for the Meeting. A Form of Proxy is enclosed with the Notice. Completion and return of the form of Proxy will not provide shareholders with the right to attend and vote at the Meeting in person. First Preference Shareholders and Cumulative Preference Shareholders are not entitled to receive notice of or attend the Meeting.

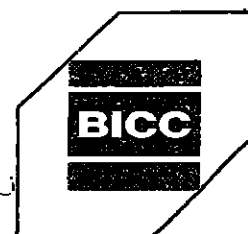


# A HIGH POWERED PERFORMANCE

## HIGHLIGHTS OF 1988 HALF YEAR RESULTS

(UNAUDITED)

OPERATING PROFIT	UP BY 17%	£75m
ATTRIBUTABLE PROFIT	UP BY 32%	£39m
EARNINGS PER SHARE	UP BY 21%	17p
INTERIM DIVIDEND	UP BY 19%	4.75p



ENGINEERING TOMORROW'S WORLD

For a copy of the 1988 half-year report contact: BICC plc, Devonshire House, Mayfair Place, London W1X 5FH. Tel: 01-629 6622



## Lloyd's in a strait jacket

### Credit card debt

*From Mrs S Sarel*  
Sir, On reading some of your letters today, I am glad that I cannot afford to be in debt; I have no credit cards. I do have a small amount in a building society, however (but no home of my own), therefore I am glad of the rise in interest rates, to halt the steady decline in my meagre retirement income. Nobody even mentions the stock investor, where interest rates are concerned. We have to live too!  
Yours faithfully  
S SAREL,  
Whiston,  
Shandwick,  
Stromness, Orkney.  
August 31.

## Interest rate dilemma

### Regulation of EEC trade marks

trade marks should deal with these national inconsistencies and also ensure that the gaps are plugged; for example, at present it is not possible to register trade marks for services (as opposed to goods) in Greece.

For those enterprises, including small and medium-sized ones, that are looking

## Distortions of tax reliefs

Yours faithfully,  
PATRICK O'BRIEN,  
51 Harpenford Avenue,  
Virginia Water,  
Surrey.  
August 27.

## Cutting borrowing

**From J Meade**  
Sir, As the high bank rate is  
having an adverse effect on  
business investment and as  
our future wealth largely de-  
pends upon this investment,  
why is it not possible to have  
two rates of interest, a low rate  
for bona fide business invest-  
ment in productive equip-  
ment and the other, much  
heavier, to apply against all  
personal borrowing?  
Yours faithfully,  
J MEADE,  
Bod Ifor,  
Gors Avenue,  
Holyhead, Anglesey.  
August 31.

**During the postal strike letters can be faxed to 01-782 5139.**

# SUN ALLIANCE INSURANCE GROUP

## INTERIM STATEMENT

The estimated results for the six months ended 30th June, 1988 are set out below with the comparative figures for 1987.

	6 months to 30th June, 1988 (unaudited) £m	6 months to 30th June, 1987 (unaudited) £m	Year 1987 (audited) £m
PREMIUM INCOME			
General insurance	1,163.9	1,047.9	1,990.2
Long-term insurance	435.5	393.7	764.7
	<u>1,599.4</u>	<u>1,441.6</u>	<u>2,754.9</u>
General insurance underwriting profit (loss)	30.1	(30.2)	(107.7)
Long-term insurance profits	16.2	14.1	30.0
Investment and other income	136.0	120.5	249.2
PROFIT BEFORE TAXATION	<u>182.3</u>	<u>104.4</u>	<u>171.5</u>
Taxation	56.2	29.8	40.9
PROFIT AFTER TAXATION	<u>126.1</u>	<u>74.6</u>	<u>130.6</u>
Minority interests	5.3	4.8	9.7
PROFIT ATTRIBUTABLE TO SHAREHOLDERS	<u>120.8</u>	<u>69.8</u>	<u>120.9</u>
EARNINGS PER SHARE	61.2p	35.4p	61.3p

## TERRITORIAL ANALYSIS OF GENERAL INSURANCE RESULTS

	6 months to 30th June, 1988		6 months to 30th June, 1987		Year 1987	
	Premium income £m	Under- writing result £m	Premium income £m	Under- writing result £m	Premium income £m	Under- writing result £m
United Kingdom & Ireland*	731.8	31.9	612.6	(26.0)	1,228.5	(104.9)
Europe	143.6	(7.5)	147.1	(9.2)	264.6	(16.9)
U.S.A.	118.5	6.4	125.0	7.2	216.0	14.3
Canada	66.5	0.7	56.9	0.9	104.7	2.0
Australia	30.9	(1.0)	29.5	(2.7)	52.0	(5.3)
Other overseas	72.6	(0.4)	76.8	(0.4)	124.4	3.1
	<b>1,163.9</b>	<b>30.1</b>	<b>1,047.9</b>	<b>(30.2)</b>	<b>1,990.2</b>	<b>(107.7)</b>

\*including international marine and aviation business written in the U.K.

## SHAREHOLDERS' FUNDS

The Group's net assets at 30th June, 1988, excluding the value of long-term business, were estimated at £1,925m (31.12.87: £1,693m). The solvency margin was 90% (31.12.87: 85%).

## DIVIDEND

The Directors have decided to reduce the disparity between the interim and final dividend and have, accordingly, declared an interim dividend for 1988 of 15.0p per share (1987: 10.0p) – an increase of 50%. The dividend, costing £29.6m will be paid on 1st December, 1988 to shareholders registered on 1st November 1988.

**7th September 1988**

# ALLEN & OVERY

**ANNOUNCE THE OPENING OF THEIR OFFICES  
IN HONG KONG AND TOKYO**

**Hong Kong**  
9th Floor  
Three Exchange Square  
Hong Kong  
Tel: 5-8401282  
Telex: 68757  
Fax: 5-8400515

**Tokyo**  
NSE Building, 5th Floor  
1-7-1 Kanda Jinbo-Cho  
Chiyoda-Ku, Tokyo 101  
Tel: (03) 259-9898  
Telex: 0222-8380  
Fax: (03) 259-9888

**Resident Partners:** David St. John Sutton  
Jonathan Gould Jonathan L F Brayne

**Resident Partner: Christopher K Roberts**

**ALLEN & OVERY**

**Cheapside London EC2V 6AD**  
**Tel: 01-248 9898**  
**Telex: 8812801**  
**Fax: 01-236 2192**

London      Brussels      Dubai      Hong Kong      New York      Tokyo

**SBS ALLIANCE AND LONDON INSURANCE plc**  
**Head Office: 1 Bartholomew Lane, London EC2N 2AB**







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Robin Lees blames the candyfloss image for many of the employment problems in the thriving hotel and tourism industry

With unemployment still hovering around two and a half million, it may seem inconceivable that Britain's biggest growth industry should be suffering from an acute shortage of workers at all levels. Yet this is precisely the situation facing the British hotels and catering sector, a vital part of the nation's thriving tourism industry, employing 10 per cent of the 24 million people who make up the British workforce and growing at the rate of 50,000 new jobs every year.

So why, then, should an industry with so much going for it have such difficulty in attracting staff at all levels, be they waiters, cleaners, chefs, porters, sales staff, even managers?

The biggest single reason is that we are still having to battle against the entrenched attitudes and in-built prejudices of teachers and sometimes even parents, many of whom persist in regarding us as a "candyfloss" industry equating service with servility. As a result, thousands of vacancies exist throughout the UK for the skilled, semi-skilled and unskilled, from school-leavers and graduates, vacancies that remain unfilled because, it would seem, youngsters are being denied or are failing to capitalize on the chance to get their feet on that first crucial rung of the jobs ladder.

The extent of the problem can be seen quite clearly from the statistics. Nation-wide, the hotel and catering industry needs to fill 120,000 vacancies a year. London alone at present has about 5,000 well-paid jobs going begging. Some London hotels are even resorting to sending head-hunters across the Channel to France and Italy to recruit staff, simply because they cannot find any takers here at home. And these are jobs paying

not trifling amounts but in excess of £150 per week — real jobs with real prospects.

Further evidence of the reluctance of British youngsters to come forward and take advantage of the opportunities beckoning them in what I believe to be one of the world's most dynamic and exciting industries is demonstrated by the fact that, of the 360,000 school-leavers starting a YTS scheme this year, only 11,000 entered hotel and catering, even though the industry as a whole can provide 20,000 places annually.

The problem could easily escalate, too. The fall in the birth-rate after the "baby boom" years means that the number of youngsters coming on to the market is steadily declining. It is predicted that for every 10 school-leavers today there will be only seven in less than five years' time. This trend, of course, is not confined to the UK but is apparent in most developed countries. But it does pose serious problems for those trying to recruit a workforce.

There is no easy solution. The increased use of technology and mechanization will help, but in an industry such as ours there is absolutely no substitute for personal service. And that means people, not machines.

Taking on staff from abroad is another way of easing the problem, as is retraining those in dying industries. So, too, would be the re-entry into the industry of women who had left to bring up a family.

But the real solution must rest in improving the image of the industry, and in dispelling some of the myths, not least the long-standing one that we are a lightweight service sector without any real substance or backbone. The sheer scale of the investments being made at all levels should surely give the lie to this.

## Personal service is the only recipe for catering



In 1986 nearly £2 billion was spent on capital investment in major tourism and leisure products in the UK. Of that an estimated £338 million was invested in new hotels, and more than £240 million was spent on hotel expansion and new jobs. And for the second half of last year hotel investment in England alone amounted to £257 million for projects costing £500,000 or more.

Nor is this massive development and investment confined to London and the South. At one end of the scale major hotels in key cities and holiday destinations throughout the UK are spending huge amounts upgrading their establishments to provide the facilities, amenities and services that increasingly sophisticated and discerning business travellers and holidaymakers have come to appreciate and expect — anything from bedroom "extras" such as trouser presses, refrigerated minibars, video-televisions, luxury bathrooms and the like, to leisure complexes with swimming pools, Jacuzzis and saunas.

At the other end of the scale one of the fastest-growing sectors in the UK hotel market is that for budget accommodation, where at least eight major groups are active in a market typically priced at £20-£30 per night. Many of these new-style, purpose-built budget hotels are linked to existing roadside restaurants, thus minimizing development and operation costs but at the same time creating much needed job opportunities, often in areas of high unemployment.

In short, we are witnessing a massive on-going investment in new hotels and refurbishment programmes, in the provision of leisure and conference facilities, in converting historic country houses into stylish hotels, and in building budget hotels along our major roads. Is this a "candyfloss" industry? Hardly.

Battling against prejudice is not easy, but fortunately progress is being made. Understandably, my own association has been placing considerable emphasis on the career opportunities and training schemes available at all levels and for all ages within the industry, and in these initiatives the Hotel and Catering Training Board and the Hotel Catering and Institutional Management Association have been particularly supportive.

The opportunities available in the industry itself has been disseminated to a large number of careers advisers, teachers, parents and children who otherwise would have been left largely in ignorance about the possibilities.

One message we have been spelling out loudly, and I hope clearly, is that of the sheer scale of the opportunities available to bright youngsters keen and eager to get on, and for older people looking for a career change.

In particular, the creation of a vast single free trade market for Europe holds out enormous opportunities for Britain's hotel, catering and tourism sector, and for those working within it.

A recent study funded by the European Commission spells out the economic advantages of market integration. As the costs of red tape and protectionism recede and barriers tumble, Europeans, we are told, can look forward to the prospect of economic growth, job creation, improved productivity and profitability, stable prices and lower inflation.

In other words, as we approach the turn of the century, Europeans are set to enjoy rising standards of living, with more disposable income to spend on their leisure activities, which include taking holidays and eating out.

As an industry that by its nature spans countries, tourism will be

directly affected by the creation of a single market for Europe, and provided that the British hotel and catering sector responds dynamically and imaginatively to the challenges that lie ahead, its future looks rosy, with the job opportunities on offer practically limitless.

In addition, in the year following the completion of a single European market, Britain will be physically linked to Continental Europe via the Channel Tunnel, a development that again will have far-reaching consequences for travel and communications, leading to many new opportunities in the leisure sector, especially in the short-break market, which has already proved a crucial factor in levelling out seasonal fluctuations and combating the steady decline in domestic holidays.

The routes into the industry are many and varied, depending on the job-hunters' goals and ambitions, and entry qualification requirements differ according to the level at which they enter.

The most important qualifications, however, are commitment and personality. Cheerfulness in the face of what can be long hours and hard work and the ability to get on with people are extremely important.

High-flying degree-holders and a vast majority of those with lower qualifications alike can be man-

agers in a few years if they are prepared to work and have a natural aptitude.

A 1987 survey on management salaries at all levels, conducted by Greene Belfield-Smith on behalf of the Hotel Catering and Institutional Management Association and the British Hotels, Restaurants and Caterers Association, showed that 22 per cent of respondents earned in excess of £15,000 and 9 per cent earned more than £20,000 per annum.

The hotel and catering industry is an open door for career opportunities offering advancements at all levels, for those with few skills to fully trained people such as computer programmers and analysts.

There are some who argue that service industries such as hotels and catering are being pushed to the fore at the expense of manufacturing industries. Admittedly, the balance between them may change, indeed is changing, but there is no question that one is going to supersede the other.

What has been happening is a second Industrial Revolution — a movement that has created a service sector where jobs are likely to be more "real" and long-standing than those in many branches of manufacturing. The foundations have been laid for a vibrant British hotel and catering industry that should be able to meet the challenges of the future. All that now remains is to convince school-leavers and graduates and those looking for a change of career that the industry is a worthwhile one to enter and that it offers them excellent prospects for rapid promotion and advancement, coupled with good salaries if they are prepared to train and work.

Robin Lees has been chief executive of the British Hotels, Restaurants and Caterers Association since January 1986.

APPOINTMENTS PHONE: 01-481 4481

APPOINTMENTS PHONE: 01-481 4481

### EXPORT SALES MANAGER

£18,460 SALARY - £31,000 PACKAGE  
EXECUTIVE CAR - EXPENSE ACCOUNT -  
BUPA - PENSION SCHEME

This important position has been created by overwhelming demand from customers in Japan, South America and Southern Europe. Exclusive worldwide patents ensure further expansion into captive business sectors.

Enjoy the back-up and support of a highly successful Technical and Marketing department within this major corporation.

This is predominantly a U.K. based position although international travel is envisaged at a later date.

### SYSTEMS SALES MANAGER

£18,500 + £3,200 BONUS + 2 LITRE CARLTON  
+ PROFIT SHARE + PENSION SCHEME

Promote the world's leading product range by building on the current success with major corporate manufacturers.

The ability to negotiate at a senior level is a prime requirement although an engineering background would be an advantage. Actual product knowledge is not important because a comprehensive training package will be given.

An unusual opportunity to enable enthusiastic sales people to achieve their goals within a dynamic division of a major multi-national organisation.

### AREA SALES MANAGER -

#### ENGINEERING

£16,000 + £750 PER MONTH BONUS  
+ 2.0 GL EXECUTIVE CAR

Despite their youth, this company is on target for £13,000,000 turnover in 1988. Working directly with the Managing Director, you will take personal control of the Sales Force while developing marketing strategy.

Your broadly based engineering experience combined with your enthusiasm to generate new commercial opportunities will firmly establish you as a key member of this prodigiously growing organisation.

Austin  
Benn

NORTH/MIDLANDS: Martin Hamilton (021) 454 8919 CENTRAL: Andrew Elcock (0442) 475246 SOUTH: Simon Waterson (0235) 26982

OFFICES IN: Birmingham, Bristol, Cranley, Manchester, Northampton, Nottingham, Slough, Swindon, Watford.

### Managing Director

International Operations

North East  
To £50,000,  
Excellent Benefits

Part of an expanding and acquisitive engineering group, this fully owned subsidiary occupies a world leadership position in a specific market niche. Providing specialist reconditioning and treatment services to users of diesel engine, marine and industrial components, the international network of manufacturing, sales and distribution operations generates an annual turnover of approximately £15 million. Reporting to the Group Chairman, this new role, with full profit accountability for the direction and strategic management of the business, embraces the achievement of challenging short term objectives, and the development of long term business growth plans which include the potential for acquisitions and joint venture agreements. The requirement is for a high calibre executive, probably aged over 40 and graduate level, with proven strategic skills, a comprehensive engineering background and specific experience of profitably managing an engineering based organisation with substantial overseas interests. An understanding of diesel/marine markets and a second European language would be particularly advantageous. Essential personal attributes include strong motivational skills, a high energy level, and the capability to exercise commercial flair and opportunism. Future growth prospects are outstanding.

Male or female candidates should submit in confidence a comprehensive c.v. or telephone for a Personal History Form to, K.H. Thompson, Hoggett Bowers plc, 4 Mosley Street, NEWCASTLE-UPON-TYNE, NE1 1DE, 091-232 7455, quoting Ref: N13081/T.

## Hoggett Bowers

Executive Search and Selection Consultants  
BIRMINGHAM, BRISTOL, CAMBRIDGE, CARDIFF, GLASGOW, LEEDS, LONDON, MANCHESTER, NEWCASTLE, NOTTINGHAM, SHEFFIELD, WINDSOR  
A MEMBER OF BLUE ARROW PLC

### EXPORT MANAGER

Person looking for an export challenge with export experience in export departments or confirming houses, preferably in pharmaceutical/medical. Age 30-40 for South Kensington SW7 office. Small export company offering a future with good prospects. Salary negotiable. Please reply to BOX B70 with CV. This will be treated in confidence.

### BIO-MEDICAL ENGINEERS

A well established company in the field of Hospital Maintenance in Jeddah, Saudi Arabia, is looking for immediate hiring of Bio-Medical Engineers with at least 5-10 years in house service and maintenance experience in Hospitals of more than 300 beds with latest technology. Please send immediately your full C.V. with latest photograph to:-

A. & M. S. F.  
G. M. S. M. D.  
P.O. Box 1224  
Jeddah 21431  
Saudi Arabia

### CAN YOU CONTRIBUTE TO

#### MANAGERIAL EFFECTIVENESS?

This is a key appointment in a City based professional firm which employs over 4,000 people and is growing rapidly. As Management Assistant to the Senior Partner you will be responsible for the smooth running of his private office. Organising and prioritising his engagements and planning travel itineraries for London, provincial and international meetings, will be a major part of your role. Working closely with Partners and staff you will process, distribute and channel information, taking follow up action when necessary. Your professional communication skills will facilitate working with clients and contacts — ranging from Ministers to

captains of industry. The job calls for initiative and management ability and you will have a secretary and other back-up facilities. You are unlikely to be aged under 30, will have worthwhile experience in a blue chip company or firm and will almost certainly have a degree. Remuneration will be to £25k per annum. Interviews will be held week commencing Monday 19th September and written applications should be submitted not later than 15th September to: Gillian Eustrance, Chief Executive, Senior Secretaries, 3/6 Trump Street, London EC2V 8DA.

### SENIOR SECRETARIES

THE RIGHT PEOPLE FOR THE RIGHT PEOPLE

### Are You Hungry For Success?

Here at Brook Street we believe that ability and enthusiasm should be rewarded. After all, our success and reputation depend upon the calibre of people we employ.

Convince us that you can produce results, working happily and productively in a highly charged environment, and we can offer you an exciting management career, earning £20,000 OTE.

Opportunities currently exist in West London and Middlesex.

Take up the challenge and phone now!  
Mary Russell 01-995 2311

BETTER PEOPLE COME FROM  
BROOK STREET

### FMBRA FLOUR MILLING AND BAKING

#### RESEARCH ASSOCIATION

### Information Officer/Linguist

We are seeking a graduate in German and Russian to join our busy Information Section. The person appointed will be closely involved in the daily work schedule and with the development of the Research Association's Information service.

Experience in technical translation or in Information/Library work would be an advantage. Duties will include abstracting and in some cases translating, material from overseas technical publications and the answering of enquiries from Research Association members, especially on overseas food legislation.

Starting salary will be on a scale from £8,500 and will be related to age and experience.

Further particulars are available from the Company Secretary, FMBRA, Chorleywood, Herts. WD3 5SH, to whom applications, including a full CV, should be sent.

### CYSTIC FIBROSIS RESEARCH TRUST SCOTTISH REGIONAL DIRECTOR

This is a new appointment to an established charity which is now at a most exciting time in its development. The successful candidate will be a self-motivated, mature, sensitive professional with recognised standing and experience. From a base in the central belt of Scotland, he/she will be expected to travel widely, and to co-ordinate the activities of the Trust's branches throughout Scotland. A car-driver is essential. Further information may be obtained by applying in writing to:

The Chairman, Scottish Council, 22 Midland Gardens, Edinburgh EH16 6DZ.  
Closing date for applications: Friday 7 October 1988.



01-481 4481

## GENERAL APPOINTMENTS

01-481 4481

## Recruitment Consultants

£15,000-£30,000

London - Blackfriars

London - Oxford Street

London - Tower Hill

Birmingham

Brighton

Milton Keynes

Reading

We are the leading independent recruitment consultancy in the UK, specialising in a wide range of appointments - both permanent and temporary - in accountancy, banking, financial services, insurance and the law.

In all sectors business continues at record levels. Consequently, we are keen to recruit additional consultants to join both permanent and temporary divisions in each of our three London offices and throughout our regional network.

If you are aged between 23 and 30 and confident that you can achieve success in a young fast-moving service industry, we can offer outstanding career prospects and a package to match; generous basic salary and commission structure and, after a qualifying period, participation in profit and performance related bonus, car, share options and non-contributory pension schemes.

To find out more, please contact Robert Digby or Sue Handley Jones on 01-583 0073 during office hours or 01-870 1986, evenings and weekends.

16-18 New Bridge Street, London, EC4V 6AU.

**BADENOCH & CLARK**  
RECRUITMENT SPECIALISTS

**NORWICH UNION**  
INSURANCE

## OPPORTUNITIES FOR ECONOMISTS AND STATISTICIANS IN PROPERTY RESEARCH

Norwich

Norwich Union is one of the fastest growing insurance and financial services groups in the UK, a market leader and an equal opportunities employer. Commercial property development has been a key area of investment for the Group for over 40 years and our UK property portfolio alone is worth over £3 billion.

In the present dynamic investment environment, the role of property research helps to ensure that our policyholders continue to receive handsome bonuses year after year. We are seeking to enhance that service and expand our research team by recruiting numerate individuals to assist in the analysis and forecasting of property investment trends.

Successful candidates, who will play a full part in a highly motivated and professional team, will be

educated to good degree standard in economics/econometrics, business studies or statistics. Experience of personal computing and an investment background will be a distinct advantage.

Vacancies are in Norwich and the very competitive salaries, based on experience, are backed by the range of fringe benefits to be expected of an international financial organisation of this stature.

Write now with a full cv, stating current salary and mentioning this publication, to:

Mrs Rita Healy  
Head Office Recruiting Officer  
Norwich Union Insurance Group  
Surrey Street, Norwich NR1 3NG.

## DEPUTY DIRECTOR

Local Government International Bureau

c£26,000

The LGIB has been set up to develop and promote the international dimension of local government with particular emphasis on the European Community during the run up to 1992.

Accountable to the Director, the successful candidate will be responsible for the day to day management of the LGIB and make a significant input to policy formulation, as well as deputising for the Director. The precise balance of the job will depend upon the successful candidate's abilities and skills.

Management and policy formulation abilities are essential. The ability to understand and represent local government internationally is important. A working knowledge of at least one other European language would be a distinct advantage.

For further information, contact:

SPA

John Smith  
Succession Planning Associates  
34 Old Queen Street  
London SW1H 9HP  
Tel: 01-233 0311



## Assistant Company Secretary

c £22,000 + benefits Guildford, Surrey

Our client is a fast moving holding company with subsidiaries throughout the UK, and increasingly in the USA. The Company has expanded rapidly in recent years, both organically and through acquisition. In the year to December 1987 turnover was in excess of £230m.

The Company Secretary's office is at the forefront of corporate activity and therefore offers a wider than usual range of secretarial and associated duties.

Reporting to the Company Secretary, your direct responsibilities will be in share registration and statutory work. You will also be expected to oversee the computerisation of the department's records, deal with routine Stock Exchange matters, acquisitions and disposals. You will ideally have some background knowledge of other company secretarial functions.

You are likely to be a Chartered Secretary aged between 24 and 40. You will have solid and wide ranging experience in a company secretarial department. Salary is for negotiation from £22,000 depending on age and experience together with pension and medical benefits.

Please write or telephone - in confidence - with full details of career to date and current salary to Charles Moore, ref. A.24210.

MSL Chartered Secretary, 32 Aybrook Street, London W1M 3JL.  
Tel: 01-487 5000. Fax: 01-487 43745.

**MSL** Chartered Secretary

## Deputy Director Industry Association

London: £negotiable + car + benefits

The British Constructional Steelwork Association Limited (BCSA), the national representative organisation for the constructional steelwork industry, is seeking to appoint a Deputy Director to be based at its central London headquarters.

Reporting to the Association's Director, your prime responsibilities will be to provide leadership, advice and assistance to the steel construction industry as well as playing a leading role in helping member companies to prepare for European market penetration in 1992.

This key appointment calls for extensive commercial and contractual skills, backed by an appropriate professional qualification. You must also be able to demonstrate several years' experience in senior management, at or near board level, together with good administrative skills and a special knowledge of contracting, negotiation and legislation gained within a relevant environment.

Salary is negotiable, and the attractive package of benefits includes car and relocation assistance, where appropriate.

Please write with full career details to: Roy Baines, ref. A.11061

MSL International (UK) Ltd, 32 Aybrook Street, London W1M 3JL.

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**MSL** International

## Branch Manager

Our Reputation Rests on You

c. £15,500 + Profit Share

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As a Branch Manager in the world's leading temporary staff company you will be responsible for managing your branch successfully, ensuring the highest standards of service, exploiting new business, training and developing your staff with full accountability for profit share.

This is an exciting and challenging role in which a business/sales background with a knowledge of modern office technology is an advantage.

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Temporary Staff Specialists

## Responsibility and Recognition

Recruitment Consultants for Manpower

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As a market leader in staff recruitment, we are expanding our new permanent service. To do this we need enthusiastic and motivated people with a good business background - and a wish to move on from a 9-5 job.

When working within a team as an Ultrasearch executive you will have your own area of responsibility. Your experience with office technology will be invaluable when interviewing and selecting applicants, writing and presenting their resumes and your knowledge of commerce will be

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The thorough training support you will get from the first day will provide you with the means to develop your career and we will supply the opportunities.

This is not an easy option, but a challenge demanding commitment where the rewards and prospects match your progress.

Is this the challenge you are looking for? If so call Nicola Rowe on (0753) 73111 for an application form. (24-hour Answer Service 0753-33667).

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GROUND FLOOR OPPORTUNITY HIGH EARNINGS POTENTIAL

O.T.E £40,000 S.W. LONDON

Internationally proven concept successfully being marketed in 20 countries

now being introduced in the UK.

You must be a high calibre enthusiastic Sales oriented achiever with Direct Sales experience and the ability to manage and motivate a sales team to maximum potential.

You will ideally be early to mid 30's with a need to earn £40,000 + a year.

Phone NOW for a confidential discussion on this outstanding opportunity to: David Howard

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★ Company Secretary ★ Project Management  
★ Office Administration ★ Personnel/Training

Ideally aged 25/35 and educated to degree level, you should be highly numerate, possess an understanding of computers, have proven administration abilities and excellent personnel skills. Experience in the property business is also a distinct advantage.

Please apply in writing, with a full c.v., to:

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TEMPORARY CONTROLLERS

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CAREERS

## A CAREER CHALLENGE

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This opportunity carries the potential for high earnings in your first year as well as excellent promotion prospects due to our aggressive expansion programme.

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(4 lines)

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The job is challenging and rewarding. You will be responsible for the sale of properties and the management of the business.

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# GENERAL APPOINTMENTS

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**Where regulation demands expertise... ..expertise commands reward.**

**£12.8K - £22K + benefits**

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LLOYD'S OF LONDON

The Regulatory Services Group of the Corporation of Lloyd's is responsible for overseeing the activities of the largest, most experienced and most progressive insurance market in the world. It's within this environment that we currently have a limited number of opportunities for

**Chartered Secretaries, Accountants, Lawyers and Insurance Professionals**

with the professional experience to contribute to - and the ambition to enjoy the challenge of - this vitally important area of our administration.

The Group is involved in many activities, ranging from the regular monitoring of an underwriting agent's suitability to the evaluation of new applications, complex mergers and restructures. These activities require a broad business perspective and a wide range of legal, financial and organisational skills.

In the more senior positions, you will require a good understanding of the Lloyd's Market and the Lloyd's acts, by-laws and codes of practice. You should also have around five years' experience backed by a professional qualification (ACIS, ACIL, ACA, ACCA or in law). For the more junior positions, you should have one of the above qualifications together with some relevant commercial experience.

The pace of our development offers exciting prospects for sustained career progression, and you will enjoy an excellent benefits package which includes mortgage subsidy, non-contributory pension, private and permanent health schemes, interest-free season ticket loans and subsidised lunches.

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Christopher Hooper, Personnel Department, Lloyd's, London House, 6 London Street, London EC3R 7AB.

**AN INVITATION TO SOMEONE WITH INITIATIVE, FLAIR AND ABILITY TO DEAL WITH CUSTOMERS.**

**London Docklands**

**£ negotiable**

Samsonite, the world's leading manufacturer of luggage and travel goods, is also number one in the British market. Our extremely active sales office in London is staffed by a highly professional, well qualified team which maintains close links with Samsonite's headquarters in Belgium. We now have a vacancy on the UK sales team for a

## SALES PROCESSING ADMINISTRATOR (m/f)

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☐ Reporting to the U.K. Sales Office Supervisor, you will play a key role in customer administration, meticulously following customer orders from beginning to end with the help of a powerful computer system and your own VDU keyboard.

☐ You will be a ready source of information for our customers. All customer enquiries and comments will be directed to you. You must be able to deal with them tactfully, patiently and with commercial flair. A good telephone manner is therefore essential to reassure them and, in short, keep them happy.

☐ You will be the prime voice contact between Samsonite and our customers. Telephone sales will be another of your responsibilities. You will systematically telephone preselected potential customers and provide quotations tailor-made to their requirements. This will require you to use your powers of persuasion to the full.

The rewards Samsonite leads the field around the world, and you will become part of this exciting tradition.

☐ You will have the constant exhilaration of dealing with your many international contacts, combined with the opportunity to work in a challenging, high-powered yet friendly environment.

The qualifications

☐ Aged between 28 and 35 years, you must have a broad general education and at least 3 good O-levels.

☐ We also require a friendly, helpful manner and total loyalty.

☐ Accuracy must be a watchword for you, and you must be highly motivated and enjoy taking the initiative.

Take the initiative by acting now! If you prefer working in a small group and can keep your head no matter what happens around you, then you are precisely the person we need. Send your hand-written application, enclosing a recent photograph and a copy of your cv., to our personnel consultants De Witte & Morel, care of the following address:

**SAMSONITE U.K.**  
Block E, Meridian Gate,  
Marsh Wall, West India Dock,  
London E14



**If you're a success in your own terms... consider what 'success' means in ours**

You might be 25 or 55, male or female; it's immaterial. What matters is that you are proud of your achievements. You've applied your intelligence, you've made full use of your personal qualities and you've worked hard. You consider yourself to be a 'success'. We congratulate you... but we'd also like to tell you something.

Advisers with Hill Samuel Investment Services - one of the most highly respected organisations in the personal financial services industry - are responsible for their own businesses. Free from the restrictions under which most employees have to work, they experience a high degree of job satisfaction. And, there's no set limit on their earnings potential.

Having considered what 'success' means in our terms, you might like to consider the fact that we help our Advisers achieve 'success' by providing them with office facilities, comprehensive, initial and follow-up training together with extensive managerial and administrative support. You might also like to consider contacting:

**John Stafford, North of the Thames up (0923) 229241; Keith Agnew, South of the Thames on 01-686 4355; Arthur Vann, Bristol and the West on (0272) 734062 or write to John Stafford, Hill Samuel Investment Services, Star House, Clarendon Road, Watford, Herts WD1 1LP.**

**HILL SAMUEL**  
INVESTMENT SERVICES

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Must be experienced in the management of staff and buildings; the control of building contracts, and all matters associated with the maintenance and repair of property, grounds and gardens. For further details, please apply to The Bursar, Sevenoaks School, Sevenoaks, TN13 1HU.

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Telephone John Barndorff on:  
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Don't sell yourself short with a C.V. of low quality.  
Tel 09662 6884

Negotiator required by Foxtons Estate Agents, Knightsbridge in its residential lettings department. Experience preferred together with knowledge of central London area. Good salary, plus generous commission, plus company car.  
Telephone 01 225 2055 Ref JMB.

## GRADUATE

Want an interesting job for one year? Specialist Recruitment Agency seeks energetic, self-motivated people to do placement work. Full training given.  
Call Susan Tracey 01-486 4455.

## ASSISTANT Foreign Shipping Policy

The General Council of British Shipping is the trade and employers' association for the UK shipping industry. It represents shipping company interests to Government, Parliament, international organisations, unions, and others.

We seek a graduate assistant in our Foreign Shipping Policy Department. The post provides a challenging opportunity for someone with a flair for analysing and developing policy on complex issues.

Your responsibilities will include researching and preparing papers relating to foreign shipping matters which affect, for example, the European Community and relations with the developing world; monitoring press and other sources; and liaising with shipping company representatives, civil servants, and national and international shipping organisations.

You must have a good honours degree, preferably in an arts subject, and a strong knowledge of French (or another European language). Some experience in a comparable organisation is not essential but would be an advantage. The successful candidate will be self-motivated and possess good communication skills.

Salary in excess of £9,500, according to age, experience and qualifications. Other benefits include L.V.'s annual season ticket loan, BUPA and a contributory pension scheme.

Further details and an application form, which must be returned by 30 September 1988, can be obtained from:

Chris Bocutt,  
Personnel Manager,  
General Council of  
British Shipping,  
30/32 St. Mary Axe,  
London EC3A 8ET.  
Tel: 01-283 2922  
ext 211.

GENERAL COUNCIL OF  
**BRITISH SHIPPING**

## ARE YOU DOING THE JOB YOU WANT TO... OR HAVE TO?

Many of us are so involved with the jobs we're doing and the responsibilities we have that we seldom stop to wonder whether we are making full use of our potential.

We are working because we have to - we have mortgages to pay, families to support, rates, gas, electricity and the list goes on. These are not so much excuses as facts of life.

Another fact is that most of us have a nagging doubt that we could be doing better but we just don't know what to do about it.

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We are a group of specialist career consultants whose sole function is to guide executives and professional people and help them achieve their individual objectives.

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## HMS

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£15,000 BASIC, OTE £40,000

A young, dynamic and rapidly expanding company are a leading distributor of IBM compatible, 50% of your time will be spent developing building claims, the rest generating new. An excellent benefits package includes a 10% p.a. car, BUPA, pension, life insurance.

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In the fast growing market of security there is a need for dynamic professional sales executives. This particular role is a key position in the company. You will be responsible for the sales of security systems to the London area with the first year objective for sales of £100,000. An excellent career path is available for the successful applicant.

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A highly successful and rapidly expanding company are involved in vehicle contract hire to anyone who needs anything moved. A large number of their clients are in the food industry and your responsibility will be to identify and recruit contract hire business. Your 50% car and an expense account are just part of an excellent package.

John Spence, Sales Director, 11 Hulse Place, London W1P 1AG, 01-734 1888

Tom Fisher, Sales Director, 11 Hulse Place, London W1P 1AG, 01-734 1888

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### RESIDENTIAL NEGOTIATOR BELGRAVIA, PIMLICO EXPERIENCE.

Superb opportunity for a highly motivated and ambitious residential negotiator to join this prestigious agency in SW1.

**EXCELLENT PROSPECTS. EXCELLENT SALARY + COM + CAR.** for the right applicant.

01-225 2055 Ref JMB.

## SW LIFE OF CANADA EXECUTIVE OPPORTUNITIES NATIONWIDE

Appointments made on female, aged between 24-49 will have previously successful sales or business experience and a minimum of 5 years experience in sales.

Approved sales representatives are given a 30% commission on sales. This is an excellent opportunity for a motivated individual to develop a successful career in sales. The successful candidate will receive many of the benefits and support from a major international company.

Telephone John Stafford at 01-686 4355 or write to John Stafford, Hill Samuel Investment Services, Star House, Clarendon Road, Watford, Herts WD1 1LP.

Goodman Steel Services, Berkeley Ave, Reading, RG1 6JE.

## Accountancy Personnel

### YOUNG PROFESSIONALS FOR RECRUITMENT

**££NEG - OPPORTUNITIES - ANDOVER AND BASINGSTOKE**

Looking for a change of career offering unrivalled prospects within a dynamic and fast-moving environment? ACCOUNTANCY PERSONNEL, the leading specialist recruitment consultancy can offer you the opportunity to succeed.

In order to fuel further expansion we are recruiting highly-motivated individuals to train as recruitment consultants and become an integral part of this exciting and successful industry. You will preferably be aged between 22-28, educated to degree level, with a background in an accounting or commercial environment.

If you feel equal to the challenge and would like to find out more about this exciting opportunity contact Amanda Mills on 01-436-5511.

## SITE SALES STAFF LONDON

Due to the launch of several sites for major clients, we have a number to full and part-time vacancies for presentable and enthusiastic site sales staff. previous sales experience preferred.

Some weekend work is involved at the sites, which are specifically in North London and N.16, as well as other across the capital.

In return, successful applicants receive a generous basic salary with commission.

To apply, call  
Kate Percival on  
01-458 3252

**Ellis & Co**

## SALESPERSONS £15,000 - £30,000

**WILSON & GLICK KITCHENS LIMITED IS GOING PLACES. WHY NOT JOIN US?**

Wilson & Glick Kitchens Limited is the real success story of 1988. We have gone from strength to strength in terms of sales and expansion of our sales team. As a result of our successful National Advertising Campaign we have a surplus of the best quality leads in the industry. We are looking for people with or without experience (full training will be given). In return for an enthusiastic and professional approach we can offer a realistic remuneration package, with excellent opportunities for promotion.

So if you have a car and a telephone and want to be part of the Country's most successful sales team, FREEPHONE MARTIN GLICK on 0800-616171.

**WILSON & GLICK**

Wilson & Glick Kitchens Limited, 124 Broadway, Metropole Business Park, Salford, Manchester, M5 2UW.

## AREA SALES MANAGERS FOR LEADING WATER COMPANY

**LONDON/HOME COUNTIES, MIDLANDS, EAST, SOUTH & SOUTH-WEST ENGLAND**

Opportunity to join newly formed group. Experience of volume sales in retail trade essential. Good salary plus attractive commissions. Please telephone D. Birley - 037 821 3388.

## Jonathan Wren

Leasing Division

## CAREER OPPORTUNITIES IN FINANCIAL SALES

We seek experienced financial sales professionals who closely fit the following profile - aged 23 to 32 years, of graduate calibre, ambitious, commercially aware and possessing the confidence and ability to promote the professional image of their new employer. However, of utmost importance is a proven record of achieving and exceeding realistic performance targets.

The positions we can offer are primarily non-finance house related and can include one of the specialist areas of sales aid, commercial mortgages, contract hire, computer finance or middle ticket leasing/HP.

Vacancies exist in London, Home Counties and the Thames Valley and offer exceptional remuneration packages, (including a significant incentive element), company car, mortgage subsidy and other major company benefits. Future prospects for both promotional and financial rewards are excellent.

Please telephone Sarah Stone or Peter Haynes.

LONDON HONG KONG MIDDLE EAST SINGAPORE SYDNEY

## Jonathan Wren

Recruitment Consultants  
No.1 New Street, (off Bishopsgate), London EC2M 4TP.  
Telephone: 01-623 1266 Fax: 01-626 5258

## The Shaftesbury Homes and 'Arethusa'

### DIRECTOR OF CHILDRENS CHARITY

The Shaftesbury Homes & 'Arethusa' (founded 1843) will appoint a new Director to join early in 1989 prior to retirement of the present Director in March. The Director, assisted by professional staff at Headquarters and unit level, is responsible to the charity's Council for the overall conduct, management and development of this versatile organisation which serves socially disadvantaged infants, children and young people in residential and non-residential care and aftercare and provide adventure and sail training and intermediate treatment.

Proven leadership and administrative ability at senior level essential: experience of social work or education and fundraising an advantage; preferred age range 40 - 50; Starting salary £20,000 - £25,000. Benefits include Contributory Retirement & Death Benefits plan and company car.

Apply in writing for further details and application form to:  
Director, Shaftesbury Homes & 'Arethusa', 3 Rectory Grove, London SW4 0EG

An equal opportunities employer.

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For a luxurious apartment complex in Buckingham Gate.

We are looking for a Sales Manager with experience in the trade - with the ability to sell lettings to locals and foreigners.

The successful candidate will also handle the administration of the complex.

Salary negotiable not less than £16,000.00.

Contact:

**Patricia Mulcahy**  
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Knightsbridge.

Telephone: 01 225 1528



01-481 4481

## GENERAL APPOINTMENTS

01-481 4481

# Young lions for the challenge of management consultancy.



TABLE 75

## THE LIONESS

THERE was a great stir made among all the Beasts as to which could boast of the largest family. So they came to the Lioness. "And how many," said they, "do you have at a birth?" "One," said she, grimly, "but that one is a Lion."

Quality comes before quantity.

Aesop's fable, 'The Lioness', reflects a view long held by Touche Ross Management Consultants that quality will always win the contest with quantity.

Quality in depth is clearly apparent both in our people and in our products. This factor has been the cornerstone of our phenomenal growth in recent years and, incidentally, at a rate which has outstripped that of all our major competitors.

Further success is planned through major contributions from more high-calibre professionals in their mid 20s to 30s who can join us as Management Consultants in either our London or provincial offices.

Here you will find the range and variety of the work is intellectually challenging, always stimulating and often addictive in nature. In a problem solving role to both private and public sector clients there is a premium on sound judgement, a clear reporting style and excellent communication skills.

Show us a record of sustained achievement in your discipline and we'll discuss salaries in the range of £25-40,000 plus car, depending on your current level. If required, we can help you with specific training to focus and develop your outstanding potential. In 3-5 years your diligence and work excellence could lead to a partnership position (director level) within the company.

So, many young business lions might surmise that Touche Ross offers the mane chance in management consultancy today! And we wouldn't disagree.

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A degree or equivalent professional qualification and 5-6 years relevant experience of:-

- ☐ Commercial Applications
- ☐ Banking and Finance
- ☐ Government and Public Sector
- ☐ Manufacturing
- ☐ Telecommunications

Please write to Frances McNulty (Ref 2967/IT)

### ACCOUNTANTS/MBAs

Young accountants (under 30) or senior MBAs, with a good first degree and successful record in:-

- ☐ Manufacturing
- ☐ Retail/Distribution
- ☐ Financial Services
- ☐ Hotel & Leisure
- ☐ Healthcare

Please write to Michael Hurton (Ref 2967/OC)

with full cv and salary details, at:

Touche Ross Management Consultants,  
Thavies Inn House, 3/4 Holborn Circus, London EC1N 2HB.  
Telephone: 01-353 7361.

**Touche Ross**  
Management Consultants



Think IBM  
Midrange Computers  
Think AS 400;  
Sell Pacific

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This is a "ground floor" opportunity for you to move up to the leading edge of IBM sales with one of the most successful IBM Agents - Pacific Associates. In a market currently enjoying a growth rate in excess of 30% per annum, the "total solution" software products we market have built up an enviable reputation. Today our client list includes such blue chip clients as Citibank, Burmah Castrol, BP Chemicals and the Post Office.

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Contact Dilys Williams now if you're looking for a bigger piece of the action and an outstanding remuneration package consisting of high basic salary plus generous commission - with on-target earnings of £45K - plus car and benefits.

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The leaders in providing housing and care for older people in England.

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To assume responsibility for Guardian Housing Association and for the development of Home ownership initiatives for the Anchor Group.

- We require
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Write in the first instance to:

Michael Corp, Anchor Group Director, Anchor House,  
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Anchor and Guardian are working towards being an equal opportunity employer.



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Our client is an equal opportunities employer with no age barriers, who has a number of permanent and pensionable posts for linguists skilled in understanding, reading and writing Arabic. A degree in Arabic is not essential but would be advantageous, and there is a language test. Starting salary at least £11,500 p.a.

TEAM

Please send CV quoting Ref: A379 to D. C. Duncan, TEAM (Management Appointments) Ltd, 20-21 Princes Street, London W1R 7RG, or telephone 01-429 0679 for application form.

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For over a decade, the Kay Consultancy Group has been one of the leading names within executive recruitment. Building upon the highly successful core business of Executive Search, we have expanded our range of services to include specialised divisions offering expertise in International Selection, Interim Management and Human Resource Development. In addition we have a Midlands based operation designed to serve the regional market.

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Please send full c.v. to Peter Kay, Chief Executive, at Kay Consultancy Group, 1 New Bond Street, London W1Y 9PE.

**KAY**  
CONSULTANCY  
GROUP



## PEARSON PERSONNEL ADMINISTRATOR

Pearson plc is a substantial public company whose principal activities are in Newspapers and Book Publishing, Entertainment, Banking, Fine China and Oil Services. The group includes such well known names as The Financial Times, Penguin Books, Madame Tussaud's and Royal Doulton.

We seek an assistant to the Personnel and Administration Manager at our headquarters in Millbank, SW1.

Candidates who currently hold a similar position with experience of BACS payroll procedures, job evaluation, share option schemes, medical insurance schemes, would have a definite advantage. Ability to handle a data base is necessary. It would be an advantage to have experience of Wordstar 2000 and Missing Link, which are the systems used; but training on programmes will be arranged where necessary.

Good salary, non-contributory pension scheme, four weeks holiday, free private medical insurance, free lunches in staff restaurant, season ticket loan scheme, SAYE share option scheme after three years' service.

Write or telephone for application form to:

Margaret Landman  
Pearson plc  
Millbank Tower  
Millbank  
London SW1P 4QZ  
Tel: 01-828 9028 Ext 281

## ASSISTANT DIRECTOR

Leisure & Recreation £20,000

The Council seeks an Assistant Director in the Department of Leisure and Tourist Services.

Reporting to the Director, for whom the successful candidate will deputise, the job is primarily accountable for the effective management of the City's leisure and recreation services, including a modern multi-purpose sports centre and internationally famous parks and gardens.

The successful candidate will work closely with the Director on competitive tendering and will advise on the formulation of, and implement, the Council's leisure and recreation strategy.

Managerial and commercial skills are essential: in particular, candidates must show clear evidence of financial and human resource management ability. Experience of both private sector, leisure and local government management would be a distinct advantage.

For further information, contact:

**SPA**

Bernadette Bickford  
Succession Planning Associates  
34 Old Queen Street  
London SW1H 9HP  
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## FOR QUALITY PEOPLE WITH OR WITHOUT SELLING EXPERIENCE The £50,000 Barrier

Have you got what it takes to break it one day?

If you have, our Client, one of Britain's most successful plc's, offers you - and others like you - the chance to break it sooner. Every year, running your own business, set up at no cost to yourself.

Ideal candidates will be able to show a success pattern throughout life, be it at business, sport or education.

Also possessing the enthusiasm and open-mindedness required to adapt to and absorb very thorough training.

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However, if this is your first selling job, you would have to accept that, during your first year, you are unlikely to earn more than £22,000.

Interested? Good, then telephone Barry Hollis on 01-486 5877 with full details, or write to us, giving your home telephone number and quoting reference L/1359/S at:

**Synpoint Limited**  
SPECIALISTS IN SALES RECRUITMENT  
\* An equal opportunities company

Hesketh House  
Portman Square  
London W1H 0JH

## GENERAL MANAGER

Applications are invited for the new post General Manager of Students Bookshops Ltd, registered as an Industrial and Provident Society, it operates and has bookshops in both city and university campus locations and also has a school book supply service.

The successful applicant should have a background which includes experience of general business management, financial control, supervision of staff, and the book trade. Emphasis is placed on dynamism and entrepreneurial skills.

Initial salary £20,000.

For further information write to:

The Chairman, Students Bookshops Ltd, C/O WEA, Temple House,  
9 Upper Berkeley Street, London W1H 8BY.

## THE TIMES

Needs young smart energetic people to join our busy classified advertising telesales team.

Could you handle over 50 telephone sales calls a day?

If your answer is yes, then read on...

- \* Excellent salary plus very generous bonuses.
- \* 6 Weeks holiday.
- \* Free BUPA.
- \* Subsidised staff restaurant.
- \* Excellent pension scheme.

All you need to be is:

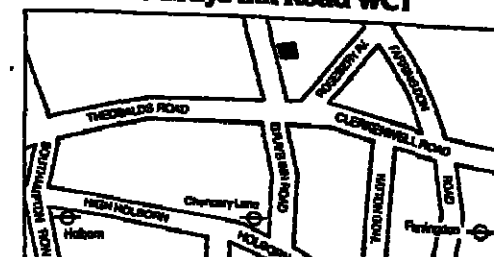
- \* Intelligent, articulate and numerate.
- \* Able to type (minimum 35 wpm) and spell.
- \* Able to work under pressure.
- \* Aged at least 21.
- \* Ambitious and tenacious.

- \* Enjoy talking to people and have a sense of humour!
- \* Live within a commutable distance of East London.

Excellent career prospects exist for the right candidates - full and part-time\* vacancies available.

If you think you would enjoy this exciting challenge drop in and have a chat.

On Thursday 8th and Friday 9th September between 7.30am-7.30pm at 214 Grays Inn Road WC1



If you can't make it, phone Pamela Hamilton on 01-782 7766. \*Terms variable

01-481 4481

## Lead for Marketing

PROFESSIONAL  
Marketing  
We are seeking experienced marketing professionals for various roles across different industries. If you are looking for a challenging role and a competitive salary, please contact us for more information.

## Professional guide and consulting

serving the London area

PROFESSIONAL  
We are seeking experienced professionals for various roles. If you are looking for a challenging role and a competitive salary, please contact us for more information.

## PUBLIC ASSISTANT

£13,000 - Bank  
We seek a public assistant for a library. The role involves managing the library's collection, assisting with research, and providing information services to the public. If you are interested, please apply to the relevant authority.

## Crone Recruitment

RECRUITMENT CO.  
We are a leading recruitment agency specializing in various sectors. We are currently looking for qualified professionals to join our client's teams. Please contact us for more details.

## EUMETSA

The European Commission  
We are seeking experienced professionals for various roles within the European Commission. The roles involve policy development, research, and administrative support. If you are interested, please apply to the relevant department.



01-481 4481

## GENERAL APPOINTMENTS

01-481 4481

Lead from the front  
Marketing Visa's Card Service

Visa is the world's largest consumer payment organisation, ahead of the competition both in terms of numbers - with 170 million cardholders - and distribution, with a global multi-currency computing network that offers instant response in 160 countries.

We continue to increase our lead by extending the range and availability of services to member institutions and customers. Now we are looking for a Product Development Executive who's ready for the chance to make a real impact with the promotion and development of our card programme, persuading the 21,000 financial institutions who form our unique organisation to exploit the advantages of a highly refined, prestigious service.

This is the perfect career opportunity for a confident, self-motivated communicator with at least 2 years' marketing experience in the consumer sector. Bright, analytical, numerate and articulate, with a basic knowledge of international marketing principles and an awareness of other cultural groups in Europe, the Middle East and Africa, you're ready for an exciting challenge to your organisational and presentation abilities.

This demanding role, which involves extensive travel to members throughout the region, provides excellent prospects and rewards in an environment geared to optimum growth. In addition to an attractive salary, you'll receive benefits which include a non-contributory pension scheme and free life assurance, plus, after 5 months, PPP mortgage assistance and a season ticket loan.

Please write with your full career details to Caroline Wilson, Recruitment Assistant, Visa International, PO Box 253, London W8 5TE, or telephone 01-937 8111 for an application form.

PROFESSIONAL PEOPLE MANAGERS  
Professional managers to  
guide and control IT support teams  
serving the London insurance market

c. £25k + car + benefits + relocation . Romford

Sherwood Computer Centre is the leading independent supplier of computer services to the London insurance market and part of the Sherwood Computer Services group. Our Client Services Division is responsible for providing day-to-day client support across a range of software products and computer services, involving technical and business specifications, maintenance and the development of on-line systems to ensure specific client needs are met.

We are looking for managers to control multi-disciplined teams taking responsibility for one or more of our high value software products and services. Your role will be to control and guide one of these teams involving considerable client liaison. Your single-minded goal will be to ensure a first class service is provided. Your route there will underline our reputation for quality.

First and foremost you will be a professional people manager. A motivator who has a proven track record of team management and whose understanding of business needs is coupled with a true 'service' industry approach. A financial services background is, therefore, the ideal, or, failing that, a similar service environment.

The rewards package comprises a salary of around £25k along with benefits that include company car, private health insurance and a contributory pension scheme. Relocation assistance is available where necessary. Put your management skills to the test. Apply with a full cv to: Personnel Department, Sherwood Computer Centre Ltd., North House, 9 St. Edwards Way, Romford, Essex RM1 4DV. Tel. (0708) 24411.

Sherwood Computer Centre is an Equal Opportunities Employer.

**Sherwood**

## Schroder Financial Management Ltd

## CAREER PREVIEW



YOU INTERVIEW US BEFORE  
WE INTERVIEW YOU  
FOR A CAREER IN  
FINANCIAL CONSULTANCY

NM SCHRODER FINANCIAL MANAGEMENT, one of the Leading Life Assurance, Pensions and Investment Products Companies in the United Kingdom have vacancies for people to train for a career as FINANCIAL CONSULTANTS at your local branch of the Company.

We are holding CAREER PREVIEWS on Wednesday 21st September at our Richmond Branch

The purpose of previews is to explain graphically and in some detail what is involved in taking up a career as a FINANCIAL CONSULTANT with the Company. They are not interviews but illustrated presentations to provide you with information on:

- THE COMPANY • THE PRODUCTS
- THE JOB • THE TRAINING
- THE REWARDS

A Career Preview lasts about 1½ hrs. and includes a buffet with wine. There are two sessions on the Preview day. You may attend either the lunch time session (12.45 pm - 2.15 pm) or the evening session (6.45 pm - 8.15 pm) without any commitment.

If you are aged between 25-55, of good general education, enjoy meeting people and can handle the challenges and hard work of a well paid self-employed job, telephone or write to us at the address below to arrange your formal invitation to a CAREER PREVIEW.

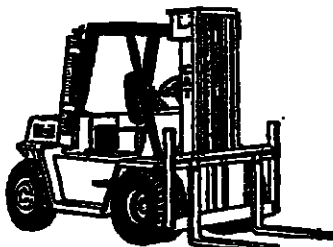
Mr Martyn Walton  
NM Schroder Financial Management Ltd  
1st Floor, Lion House, Red Lion Street, London TW9 1RE  
Tel: 01-948 0655

DO IT NOW!  
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MOVE YOU HAVE  
EVER MADE

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to further success

Caterpillar is the leading supplier of Materials Handling Equipment in the UK. A position achieved by supplying effective, dependable and durable machines backed by first class after sales support. As a multi branch distributor of this prestigious range, we at Levertons have established an outstanding reputation for selling and supporting "Cat" Fork Lift Trucks and Construction Equipment.

Our range of counterbalanced Fork Lift Trucks and Warehouse equipment has now been substantially extended - creating a number of additional openings for Sales Representatives in the North, Midlands and South of England.



If you are aged 25 to 40, have a proven successful selling record (preferably in the Fork Lift Truck or associated field), and you are a real self starter, then our products and support packages will provide you with the tools to achieve a high level of earnings from on-target sales.

Other benefits are those associated with a larger "Blue Chip" company including car, lunch allowance and telephone subsidy. Assistance with relocation will be provided if appropriate.

If this sounds interesting to you, telephone Jane Billington, Personnel Services Manager, H Levertons Limited, Maidenhead Road, Windsor, Berkshire SL4 5BH  
Tel: 0753 845777  
Fax No: 0753 845444



## YOURDON

Yourdon Training  
Consulting Software

Sales London  
Salary EOTE 18,000

The name Yourdon is synonymous with Software Engineering and system development throughout the computer world.

We are a market leader with a strong portfolio of international blue chip clients and headed by a young, professional management team.

Now we need dynamic individuals to spearhead further growth in the UK and Europe. The position will suit those Sales Executives with a proven track record who want a more rewarding challenge and the opportunity of greater earnings potential.

You will need these qualities to succeed:

- \* Sales Experience \* Confidence \* Dynamism \* Initiative \* Good Telephone Manner

If you think you can succeed in a competitive and rewarding career then telephone Johnathan Balfour or Ian Cross on 01 637 2182, Yourdon International Ltd, 15-17 Ridgmount Street, London. WC1E 7AH

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GENERAL  
MANAGER

To co-ordinate all aspects of sales, stock library exploitation and inspire and organise staff.

This highly demanding position requires a person who has the ability to cope with enormous pressure at times, nine to fivers need not apply.

If you think you are this person please apply, in writing, with C.V., references and details of salary and other requirements to:

John Halsall,  
London Features International Ltd,  
3, Boscombe Street,  
London, NW8 8PS.

ASSISTANT TRAVEL  
MANAGERS/ESSES  
SALARY £10/12500 +  
BONUS + FREE LUNCHES

The American Institute for Foreign Study the educational travel organisers in Kensington are seeking to fill three vacancies in their Travel Department. Ideal for graduates speaking French plus either Spanish or Italian, and able to type own letters. Experience with word processors/computers an advantage. These are interesting and challenging administrative positions based in London with good prospects and involve making travel arrangements for American students throughout Europe.

APPLY IN WRITING TO:  
PAUL WILLIAMS  
I.S.S.  
37 QUEENS GATE, LONDON SW7

PUBLICATIONS  
ASSISTANT

£13,000 + Banking Benefits

We seek a qualified librarian to assist in the Library/Information Centre of a prestigious international investment bank near St. Paul's. Your duties will bring you into contact with staff at all levels in the bank and will include research work on specific projects, ordering, indexing and distributing publications and reference books, plus database work (for which some computer knowledge is preferred). Three years' experience as a librarian within a financial environment is essential, as is the ability to function as an efficient and enthusiastic team-member. Age 25-35. Please call Sabina Stewart on 01 588 3535

**Crone Corkill**  
RECRUITMENT CONSULTANTS

FIELD SALES  
MANAGERAUTOMOTIVE REFINISH COATINGS  
PPG INDUSTRIES (UK) LIMITEDPPG are the World Leaders in  
Automotive Paint Technology

The UK Automotive Refinish Division is growing and will quickly expand further following the recent introduction of its new two pack product Deltaron - at the leading edge of Refinish Paint technology.

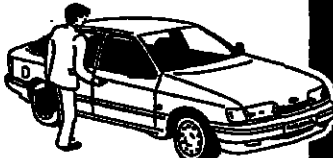
We seek a Field Sales Manager to join the senior management team whose main functions will be to manage a team of Salesmen and Technical Service Representatives selling to major bodyshops and to develop distribution.

The successful applicant will be ambitious, energetic and preferably have previous sales and management experience in the Refinish industry. The ability to set targets, motivate and achieve is essential.

We offer an attractive salary together with a company car and other benefits associated with an International Organisation.

Applicants, who should also be flexible with regard to their sales territory/location, should write quoting reference No. 1503, giving full details of career to date to:

Mrs. I. L. Weaver, Recruitment Officer, PPG Industries (UK) Ltd., PO. Box 359, Rotton Park Street, Ladywood, Birmingham B16 0AD.



**PPG** No Agencies

PPG Industries (UK) Ltd

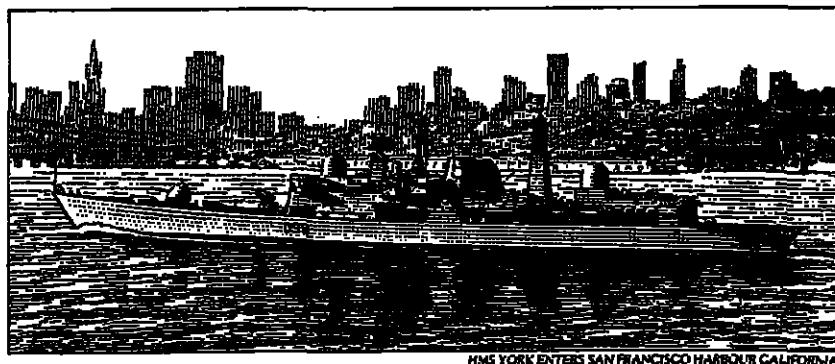
TIME FOR A CHANGE?  
£15,000 pa OTE

Expanding London based company seeks honest, hardworking articulate people (aged 19+), who are capable of achieving management in the next 12 months.

For more details call Caroline Joyce or John Bolsom on:

01-580 8879

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being something in the City or  
someone in York."



HMS York is a Type 42 Destroyer. Her company consists of 24 Officers and 241 Ratings. Being an Officer in one of our most modern destroyers is a world away from a routine career.

If you are chosen to join this select company as a Seaman Officer, you'll be working as part of a team in a challenging, varied and exciting environment.

As a young Officer of the Watch, for example, you would be responsible to the Captain for the safe and efficient handling of a multi-million-pound vessel.

He, too, joined as a Seaman Officer. It's the only branch from which you can rise to command a ship of your own - the ultimate challenge at sea.

And, of course, your responsibilities as a Naval Officer go far beyond handling or "fighting" the ship. Your commission will mean you'll fulfil many different roles

early on in your career - as manager, leader, specialist and even diplomat.

We'll promise you a career in which talent is quickly recognised and rewarded. And there is the opportunity to have a great time, too. If you don't choose to remain for a Full Career, the thorough training you will receive and management experience you will gain provide an ideal preparation for civilian careers.

If you would like to find out more, call in at any RN & RM Careers Information Office (in the phone book under 'Naval Establishments'), or send in the coupon.

To: Capt. R. G. Haslewell RN, Dept. 288A  
Old Admiralty Building, Spring Gardens, London SW1A 2BE.  
Please send me further information on a career as a Seaman Officer in the Royal Navy.

Name \_\_\_\_\_  
Date of birth \_\_\_\_\_  
Address \_\_\_\_\_  
Postcode \_\_\_\_\_



We would prefer you to have a degree or 'A' levels and to be aged between 17 and 26 on entry. Normally you should have been a UK Resident for the past four years. The Annual Forces and Equal Opportunity Employers under the terms of the Race Relations Act 1976.



The European Organisation for the exploitation of meteorological satellites, created in 1986 by 16 European Member States and located in Darmstadt, in the vicinity of Frankfurt, Germany, is now defining its participation in future meteorological satellites and satellite programmes. The director of EUMETSAT therefore invites applications from suitable qualified persons from its Member States to participate in the preparation of future programmes in technical, managerial and administrative functions:

- 2 MISSION MANAGERS
- 1 GROUND SEGMENT PROJECT MANAGER
- 1 SPACE SEGMENT PROJECT MANAGER
- 1 PLANNING ASSISTANT
- 1 PRODUCT ANALYST
- 1 PROGRAMME FINANCE OFFICER
- 1 PROGRAMME CONTRACTS OFFICER
- 1 ACCOUNTS ASSISTANT
- 2 MULTILINGUAL SECRETARIES

Salaries are attractive and in line with European Organisations. Member States of EUMETSAT are: B, DK, E, SF, F, D, GR, GB, IRL, NL, N, P, S, CH, T. Official languages of EUMETSAT are English and French.

Applications should be mailed to:  
EUMETSAT - Dr. Volker Thiem - Head of Administration - Am Elfengrund 45  
D - 6100 Darmstadt-Eberstadt - Germany, F. R.



01-481 4481

## GENERAL APPOINTMENTS

01-481 4481

National Museums and Galleries  
• on Merseyside •

The National Museums and Galleries on Merseyside include the Liverpool Museum, the Walker Art Gallery, the Merseyside Maritime Museum, the Lady Lever Art Gallery and the Sudley Art Gallery. The outstanding and important collections which they house cover such diverse fields as fine and applied arts, antiquities, ethnography, archaeology, the physical sciences, geology, botany, zoology, science, technology and industry.

Keeper  
of  
Art  
Galleries

You will be responsible for providing expert advice on all matters relating to the conservation of the NMGM's diverse and important collections and, as a member of the senior management team, for contributing to policy making. You must be an experienced senior conservator/restorer with graduate and post-graduate qualifications in an aspect of picture or artefact conservation relevant to the NMGM's collections.

This post offers a considerable intellectual challenge. Reporting to the Director, you will be responsible for the management of the collections, for making new acquisitions, and for the development of an exhibition programme which will make the collections both accessible to a wider public and stimulate international interest.

You must have a degree, preferably with a post-graduate qualification in history of art and a wide knowledge of fine and decorative art. You should also be an experienced curator with at least five years' experience at senior level.

Keeper  
of  
Conservation

Salary: £19,905 - £27,085 according to qualifications and experience with further increments to £31,563 depending on performance.

Relocation expenses of up to £5000 may be available.

For further details and an application form (to be returned by 29 September 1988) write to Civil Service Commission, Alencon Link, Basingstoke, Hants RG21 1JB, or telephone Basingstoke (0256) 468551 (answering service operates outside office hours).

Please quote ref: G17667.

An equal opportunity employer

## MANAGING DIRECTOR

## Venture Capital House

As one of Europe's longest established venture and development capital houses, our client, backed by a substantial, institutionally-funded capital base, boasts an excellent track record. In addition to making equity investments in start-ups, early stage and established companies, key activities also include management buy-outs, acquisitions and divestments.

To spearhead its continuing involvement as a leading investment house, an entrepreneurial Managing Director is now sought for its UK operation. Based in London, prime responsibilities will be to identify and negotiate investments in unquoted situations and generally be responsible for the future profitable development of the business.

Candidates will preferably possess an MBA, accountancy or legal qualification and must be able to demonstrate success in their chosen field. Experience of the venture capital industry is desirable including a knowledge of syndicated investments, MBO/LBO's, buy-ins, flotations, private placements. However, applications will also be considered from candidates offering relevant skills gained outside the venture capital industry.

The position calls for strong communicative and financial assessment attributes, whilst the ability to build relationships with the management of investee companies is essential.

The remuneration package will fully reflect the importance of this key management position and will include benefits normally associated with the industry.

Please forward a curriculum vitae in strict confidence for the attention of Roy Webb, Managing Director or Walter Brown, Executive Director.

INTERNATIONAL SEARCH AND SELECTION CONSULTANTS

7 Birch Lane  
London  
EC3V 9BY

Tel: 01 895 8050 (12 lines)  
or: 01 626 2150 (24 hour)  
Fax: 01 626 2092

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Ltd

A member of The Devonshire Group Plc

GENUINE  
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FOR A SALES  
CAREER

Cornhill Publications are leading international publishers of prestige business books. This year we shall be launching a further six major international titles dealing with finance, business and technology.

We are looking for men and women who are genuinely interested in either commencing or continuing a career in advertising sales with a first class Publishing Company.

You will probably be between 22-35 with some sales experience, although that may not be necessary. Above all you must have drive, personality and absolute determination to succeed. Our commission structure is designed to create realistic earnings of between £22-£45K per annum.

If you are ambitious and have the confidence to present at the most senior level then call Chris Humphreys or Julia Wildman on 240 1515.

RESERVATIONS CONSULTANTS  
REQUIRED TO JOIN OUR LIVELY TEAM

This is a major project in the UK. Travel industry. As well as this, a good knowledge of computers and an ability to work with a team are essential. The successful applicants will either have had a minimum of 2 years experience in a Reservations Team and will have used Travellers/Pass or all knowledge of computers and are willing to learn Reservations. As well as this, a good knowledge of computers and an ability to work with a team are essential. The successful applicants will either have had a minimum of 2 years experience in a Reservations Team and will have used Travellers/Pass or all knowledge of computers and are willing to learn Reservations. As well as this, a good knowledge of computers and an ability to work with a team are essential.

A direct line to the  
executive shortlist

To secure the best appointments at a senior level needs more than good advice, accurate objectives and sound presentation. InterExec not only provides career advice, but also a unique service to bridge the critical gap between consulting and the right job. Why waste time and money on unproductive letters? InterExec clients do not need to find or apply for appointments. Over 50 full time staff with over 5000 unadvertised vacancies p.a. enable InterExec to offer the only confidential Executive placement service. What is each unproductive day costing you? For an exploratory meeting without obligation, Telephone InterExec on 01-930 5041/7. A member of the Career Development & Outplacement Division. Ladbroke House, 19 Dargate Quay Road, London WC2H 9ES.

## The one who stands out

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A DIVISION OF  
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THE SUITABLE APPLICANT WILL BE RESPONSIBLE TO THE SENIOR PROJECTS DIRECTOR BUT MUST BE ABLE TO ACTIVELY LEAD THE TEAM ON HIS/HER OWN INITIATIVE. PLEASE REPLY IN WRITING, IN THE FIRST INSTANCE, ENCLOSED A DETAILLED C.V. TO ALAN GOLDBERG, MANAGING DIRECTOR, GABLE HOUSE ESTATES LIMITED, 230 REGENTS PARK ROAD, LONDON N3 3JF.

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Managers

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You're a successful Major Account Professional with a track record in high value I.T. solution sales. Here's an opportunity to take your career and earnings potential much further in Account Management with ICL.

As one of Europe's key names in I.T., we are acknowledged leaders in the UK retail market, both in market share and product innovation. Covering all elements of the retail cycle - from point of sale, warehousing and distribution to marketing and merchandising - our dedicated Retail Business Unit provides integrated solutions geared to delivering competitive edge.

The market is buoyant and we are poised to take advantage of each and every business opportunity, both within and outside our considerable customer base.

Joining a team which includes many of our top achievers, you should already have reached Senior Account Manager or Sales Manager level with a major I.T. manufacturer or specialist EPOS/Retail systems supplier. You will possess entrepreneurial flair, vision and energy mixed with commercial maturity, Board level credibility and planning ability. You'll also see this as a platform for rapid growth and career development.

We currently have opportunities based out of our offices in London/Home Counties, South West, Midlands and Northern England although many positions carry national responsibility.

In terms of remuneration and benefits packages, you will be more than satisfied that they reflect the level and nature of the individual we seek.

For more information, and to arrange a local interview, contact our retained consultants Jeremy Sneller or Steve Lavells on 0923 777788 during office hours before 7pm.

Alternatively, send a brief CV quoting ref: CLM/02 to The Redbrick Consultancy, Retail Division, Redbrick House, Ebony Road, Rickmansworth, Herts. WD3 1DT.

We should be talking to each other

ICL  
A MEMBER OF THE STC PLC GROUPHow to  
get a head start  
in computer sales  
without  
previous experience

Naturally you want the best for yourself.

Now is the time to join the network that is achieving the best for everyone, even for newcomers to computer sales.

Products, backup, training, support, sales opportunities - the Apple computer dealers have a lot going for them.

To get the benefits, you'll have to bring a great deal with you too. Youth (23-35), energy, good education (up to degree level), sales experience, preferably in business to business, are qualities looked for.

But whatever your background, you start with a fortnight's residential training course covering all aspects of computer sales techniques. Following which you'll take up an appointment as one of Apple dealers in London, Kent, Surrey, Thames Valley, Hampshire, Hertfordshire, N.Emer, Cambridge, Suffolk, Bristol, Exeter, Birmingham, Manchester, Glasgow.

Before you've sold a computer, you can expect a good basic salary of c.£10-£12,000 and a company car. With incentives, this can grow to £20,000+. From bright beginnings to a great career is a natural development among those who join the Apple dealer network.

Get a head start yourself.

Phone Graham Langley on 01-930 0366 right away. Or write to him with full CV quoting reference 146 at Clifton-Donkin (Recruitment Consultants) Malcolm House, 12 Orange Street, London WC2H 7ED. Or send Fax: 01-930 0379

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Clifton-Donkin

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Aged 24+  
With drive/enthusiasm  
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HIGHLY REWARDING  
CAREER  
in GROWTH industry  
You must have a sales  
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BENEFITS:  
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Administration  
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## Southern Division

London W12

£13,575 (Under Review)

The Save the Children Fund is Britain's largest international children's charity working in 50 countries and on over 100 projects in the U.K. Our income has increased over the last decade from £6 to £35 million. We employ over 950 people in the U.K. and overseas.

The Southern Division of our U.K. Department has a budget in excess of £2 million, with an HQ staff of 25 providing support to some 225 people within the Division.

Reporting to our Divisional Director, you will be a member of our Divisional Management Team and lead a team of 4 people. Key areas of responsibility will include:-

- To advise on and develop administrative systems within HQ and project offices, which will include the introduction of I.T.
- To act as Office Manager and to ensure that appropriate support is available to project offices.
- To establish and monitor Divisional budgets and long term financial plans.

You will be an experienced and efficient administrator with strong leadership qualities and the ability to work effectively with staff at all levels.

For application form and job description please write, enclosing a large a.s.c., to Teresa Johnstone, Save the Children Fund, 49 Goldhawk Road, London W12 8QP. We aim to be an equal opportunities employer. Closing date 26th September 1988.

Save the Children  
aims to be an equal opportunities employer

Are you Management  
Material?

EES, a successful national company requires motivated young men and women to train rapidly to management positions.

Essentials are self-motivation, application to hard work and the ability to absorb new ideas rapidly. This opportunity carries the potential for high earnings in your first year.

Prove you can make it in management by telephoning:

The Regional Manager Covent Garden London

01-240 2184

General  
Portfolio  
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INTERNATIONAL  
SALES  
EXECUTIVES

## WEST AND CENTRAL LONDON

SKY INTERNATIONAL in the UK, part of the Worldwide Sky Network, requires experienced Sales Executives, to be based at Heathrow to further develop international business. A knowledge of the international market and retail market is desirable. High and steady earnings, commitment and determination to succeed in a highly competitive service industry are essential. Sky offers a competitive salary with unlimited incentive bonus and company car for the right person.

For further details contact Karen Fowler, Market Development

non-employee, 445000 West 30th or Post your Curriculum Vitae on 0203 420024, alternatively send it to Sky International, Unit 1, Stockley Close, West Droyton, Middlesbrough, Cumbria, M67 8SL.

sky  
courier international

SALES  
EXECUTIVE

VC link is a new expanding UK company providing the latest technology in point of sale hardware/computer graphics/media packages for the manufacturing and retail industries (FMCG). The company can provide a genuine opportunity for a go-ahead sales executive to contribute to the future development from start-up.

The ideal candidate will be 25+ and have a proven sales record, preferably in capital goods or services. The position offers a £22K + salary and a company car. The successful candidate needs to demonstrate the ability to generate his or her own leads.

Please write or telephone:

Mr Joe Lewis, VC Link Ltd,  
11/12 Buckingham Gate, London W1W 6LB  
Telephone: 01 639 0128.

## Maine-Tucker

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Call Amanda Maine-Tucker

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Excellent salary and accommodation for the right persons.

Please telephone 01 495 1932. Ref: V0.

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## GENERAL APPOINTMENTS

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DIRECTOR OF PRINTING  
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HunterPrint Group Plc is one of the UK's most progressive printing groups with a track record of continuous investment in new technology.

Earlier this year we announced a major restructuring and expansion of our Magazine & Catalogue Division. The Division will be relocated to an 11 acre site in Corby where work is already well underway on a brand new 233,000 sq. ft. factory. The new factory due for completion in early 1989 will house one of the largest and most technically advanced printing operations in Europe.

We are looking to recruit an individual of the highest calibre to take charge of the new printing operation. The suitable candidate is at present likely to be a Works Manager within a modern web offset plant. The importance of the appointment will be reflected by the package offered which will eventually result in a position on the Board of the Magazine & Catalogue Division.

Please write or telephone in strictest confidence to:

Ian Gray, Managing Director  
Magazine and Catalogue Division  
HunterPrint (Eastleigh) Ltd  
Web Close, Leigh Road  
Eastleigh, Hampshire SO5 5YB

Tel: 0703 642011

HunterPrint

HEAD OF PERSONNEL  
West London £30,000 + car

## THE COMPANY:

Sky Television, Europe's first satellite television station, will be relocating to a new office and studio complex in Osterley, West London at the end of the year for the introduction of three new channels in February, 1989.

## THE JOB:

To head a small team and to be responsible for implementing and developing the Company's personnel and policies in an entirely new environment. In the early stages recruitment will be an essential part of the job as the staff will rapidly expand to about 450 people.

## THE CANDIDATE:

An experienced and dynamic professional is required who will probably be in the 30-35 age bracket and will have learnt his/her craft with a modern, progressive company. A degree would be an advantage as would full membership of the I.P.M.

## THE REWARDS:

The package is an attractive one with a salary of £30,000 p.a. and a company car. There are five weeks' holiday, BUPA and a contributory pension scheme.

Letters of application, accompanied by a comprehensive c.v., should be addressed to:

Malcolm Darbyshire  
General Manager, Sky Television  
31-36 Foley Street London W1P 7LB

In the event of postal difficulties please use fax.  
01-489 1856 or ring 01-636 4077 for information.

PERSONNEL  
AND TRAINING  
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Our clients are all well-known and successful high street retailers encompassing a wide variety of product areas which include Fashion, Toiletries, Food and Household Furnishings.

We are currently retained to recruit personnel and training professionals for a number of assignments from junior to senior level. Salaries range from £12,000 upwards. Personnel positions require sound generalist experience and Training Managers will have a proven track record of designing and implementing training programmes.

Ideal candidates (aged 25-35) will have an IPM or similar qualification preferably with previous experience in a retail environment. Most appointments are London based.

If you would like further information please call Marian Hubbell or Jackie Drabble in strictest confidence; alternatively fax or send your cv to the address below.

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LEAH HOUSE 10A TITCHFIELD STREET LONDON W1P 7AA  
TELEPHONE 01-580 9645 (24 HOURS)  
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Waiters/esses  
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Applicants should be young, energetic and non-smoking. Career prospects for those with a keen interest in food and wine.

Please phone Julia or Jane  
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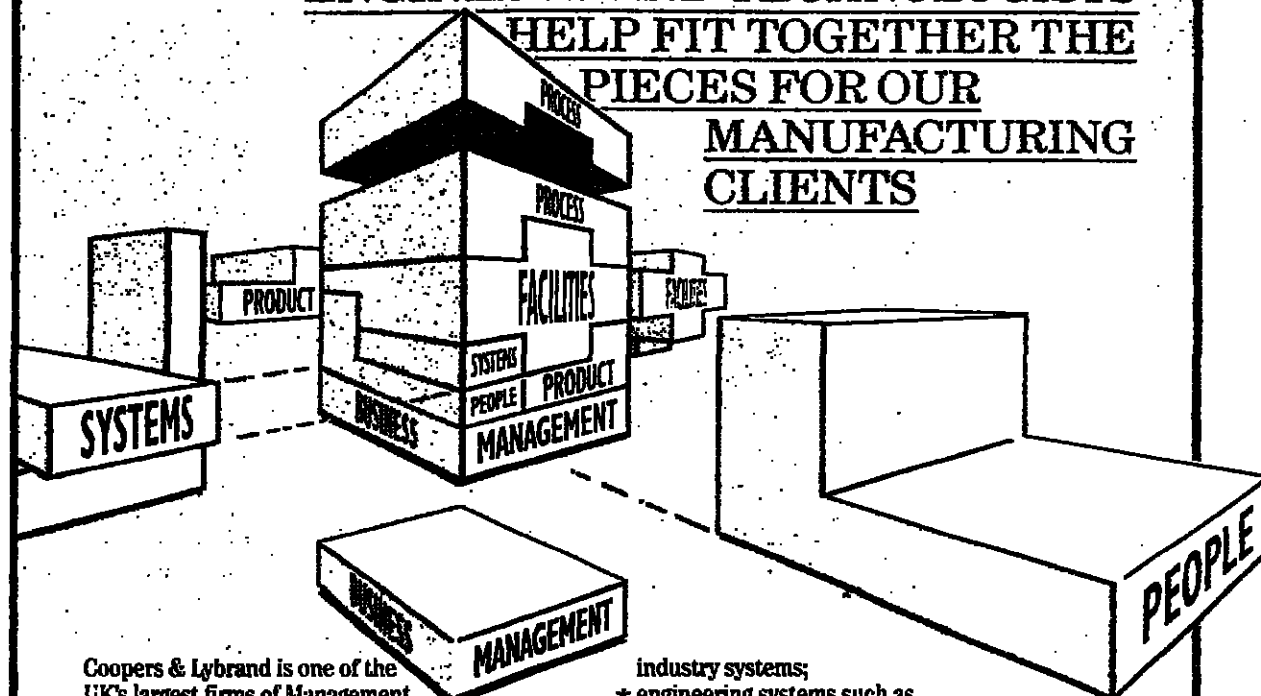
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Our reputation at both the strategic and technical levels, results from challenging our clients' management and facing up to real issues. We provide tangible business benefits by rolling up our sleeves and working closely with clients' staff.

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\* engineering systems such as

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\* engineering in manufacturing.

Working with Coopers & Lybrand will give you the opportunity to lead management thinking and broaden your skills across disciplines and industry sectors: we have operational centres throughout the UK.

If you have relevant experience in either mechanical, electronic, food and drink or process industries, we believe we can meet your career and salary aspirations.

Please send a résumé stating your area of specialisation and include a daytime telephone number quoting reference 30/10 to: Patrick McHugh, Coopers & Lybrand Associates Limited at the address below.

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Responsibilities will extend across the whole network ensuring that correct fire prevention measures are applied, including depots. Specifically, the successful applicant will specify standards for fire equipment, on trains and fixed installations, define site training needs for staff, provide fire-fighting standby service, ensure operating procedures and regular inspections to meet changing circumstances.

Candidates must have a detailed understanding of the statutory requirements of all aspects of fire safety, plus extensive practical experience of fire prevention either in an industrial/passenger transport environment or at senior level in the Fire Service. They should also have attended appropriate courses at the Fire Service Technical College, and will ideally be Corporate members of the Institute of Fire Engineers.

The position reports to the General Manager (Operations), and carries a rewards package commensurate with the responsibilities. Please phone Angela FitzPatrick on 01 227 3628 (Direct Line), and fax your CV (Fax No 01 222 5428). Alternatively write to Angela FitzPatrick quoting ref UVE/137, Office of the Personnel Manager, London Underground Ltd, Room 603, 55 Broadway, London. SW1H 0BD.

SALES  
NETWORK

## AREA SALES MANAGER

Basic £12k plus Car plus Bonuses

This leading finance house currently seeks dynamic sales professionals, preferably graduates with a minimum of 2 years sales experience in FMCG. Task will be to sell the benefits of their products to leading hotels, restaurants, shops and other outlets as well as looking after many major accounts. Full training and excellent career prospects.

## SALES REP

Basic plus Comm plus Car OTE £11k

Our client, an expanding company in the household products/chemicals industry require young dynamic go getters to service and expand their business in the South East.

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Good basic salary plus excellent commission

This progressive and forward thinking company are looking to recruit a person who ideally has some form of sales experience. Excellent prospects and earnings potential.

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Excellent Basic Salary plus car plus expenses

Minimum 2 years sales experience wanted for this UK manufacturing company with a reputation for excellence in product development, design and production. This is an immediate vacancy. Please now on

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Ask for Julie Thomson

## SALES NETWORK

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## PROMOTIONS MANAGER

Broadsystem Limited, one of the largest independent telephone publishing companies, requires a Promotions Manager to develop telephone competitions for and with major newspapers.

Experience of working in the newspaper or advertising industries is desirable. Salary attractive to the right candidate.

Broadsystem is a young, fast growing, dynamic company based in Camden Town. Please contact Stephen Kirk, The Elephant House, Hawley Crescent, London NW1 8NP.

Telephone 01-485 5964

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Pharmaceuticals company based in Middlesex seeks bright young graduates to exist in its Public Relations programme. No previous experience required, as full training will be offered, but key requirements are ability to learn, willingness to work hard, and basic secretarial skills, to provide data, backup for the Corporate Relations Manager and one Director. An opportunity to be trained in all areas of PR and Investor Relations, with increasing responsibility and rewards as merit allows.

For further details please telephone  
Heather Gaden,  
Corporate Relations Manager, Cortec Ltd  
on 01 568 7071

## SPANISH SPEAKING ADMINISTRATOR

Active role for experienced person to run substantial residence in southern Europe. The position requires the supervision of a live-in housekeeper couple, knowledge of house maintenance, gardening and basic accounts.

Successful candidate will hold a clean driving licence, be a non-smoker and be able to provide the highest references. Accommodation provided; salary negotiable.

Tel: 01 685 1832  
Ref. 10.

Young person is required for a challenging career in travel and tourism business, will be based in Geneva.

French as a second language will be an advantage, but not necessary.

Preferably with some experience. Send CV, photo and phone number to Box 502.

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Sales and  
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Manager  
(Director Designate)

We are a dynamic, young company specialising in the field of the very latest telecommunications and office equipment.

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The salary and benefits package are negotiable and will reflect the importance of this position. The company is situated in Harrogate, regarded as the North of England's most desirable residential area.

In the first instance, please either forward a c.v. marked for the attention of Mr. David R. Hawtins, Willowgrove Ltd., St Marks' House, 1 St. Marks' Avenue, Harrogate, HG2 8AF, or ring 0423 531800 for further information.

PRODUCTION  
MANAGERS OF THE  
FUTURE

jmh Bostrom Europe Limited are major manufacturers of suspension seating for the truck, tractor and industrial work vehicle markets. Over the last few years, the Company has been introducing modern manufacturing methods and has become a leading exponent of Just-In-Time production and delivery.

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Our current high order book and our plans for future growth have created opportunities for bright, young graduates to plan, organise and supervise a section of the manufacturing plant, whilst developing and extending your managerial skills until you are ready for promotion into a production manager's position.

Applicants should be educated to degree level in an engineering discipline and have some experience within a manufacturing environment.

We offer a competitive salary and benefits package and excellent prospects for advancement within this dynamic and expanding organisation.

Please apply in writing, with full CV and current salary details, to: Mrs. P. M. Jones, Personnel Manager, jmh Bostrom Europe Limited, Stone Circle Road, Round Spinney, Northampton NN3 4RS. Tel: 0604 790500.

Bostrom Europe

## Dynamic Young Fashion Company

engaged in design, marketing and overseas production of top of the market designer lingerie seeks the following personnel for its expanding London based operations:

## GENERAL MANAGER

Reporting directly to Company's International Directors, candidates should have a strong background in marketing management with strong emphasis on planning and administration.

LINE SALES MANAGER -  
DESIGNER LINGERIE

Candidates should be professionally experienced in lingerie sales and merchandising, ideal candidate will have previous employment experience as a buyer or assistant buyer in a large up-market fashion retailing organisation.

Candidate will oversee directly the developments of existing market base and take direct responsibility for establishing new regional market bases in the UK and on the continent.

PRODUCTION SPECIALIST/  
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In highest quality designer lingerie. Assignment will involve residential posting with the firm's overseas production operations and will require frequent travel.

Please Tel: 01 434 9943. Interviews will be held on the 14th and 15th September, 1988.

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£1,000 p.m. RETAINER  
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An international property development company has 3 vacancies through its West London sales teams for intelligent and articulate sales men and women. You will have a good education and be between 20 - 30 years of age. No direct experience is required as full training is provided.

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For further details call The Recruitment Officer

01 940 9141



# BANKING & ACCOUNTANCY

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Sustained growth can only be achieved by skilful management of their financial affairs and to complement their team, they seek two Accountants to fill the roles of Management and Divisional Accountant.

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Alternatively as Divisional Accountant you can take a broader role monitoring and controlling the financial performance of the Division worldwide. To do this you will establish budgets and compile, analyse and report on the relevant financial and economic information, with appropriate recommendations for action.

Our client believes in flexibility and is therefore interested in meeting ambitious accountants from a variety of backgrounds whose relevant experience and qualities give them the ability to interact effectively with Senior Managers and carry through the roles described. A working knowledge of computers will be an advantage.

In return our client offers flex-time, contributory pension scheme, performance related pay, relocation expenses where applicable, etc. If you are interested, please write with full C.V. quoting reference COB/800 to the address below. Please list on a covering sheet any companies to whom you do not wish your details to be sent.

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## GENERAL APPOINTMENTS

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In order to achieve this, we are looking for a motivated human resources development specialist whose brief - reporting to the Managing Director - will be to ensure, guide and co-ordinate training and development activities for all levels of the WUC, including administrative and operations staff. The specialist's immediate challenge will be to set up a modern, progressive human resources development section. He/she will also be responsible for technical/educational/financial courses to be taught, working closely with senior line management and external resources. The training of a staff member in this role will ensure full Training and Development Officer responsibilities after 2 years in a critical feature of the post.

#### Our Requirements:

- A bachelor's degree in an appropriate subject is desirable, with a recognised professional training qualification (e.g. HRD, HRD) in accountancy.
- At least six years post-qualification working experience, three of which must have been in a similar training capacity.
- Experience in the design and implementation of Management and Supervisory Development Programmes; in the co-ordination of performance appraisal and job evaluation systems; in course design and instruction; and in the management of a small training function.

#### Our Offer:

- A two-year non-renewable contract with:
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- Insurance cover for dependants attending school outside Botswana.
- In addition, we offer housing at subsidised rates, recreation and sports facilities, a car hire scheme, a generous car allowance and medical aid.

Interested? Then send a comprehensive C.V. to:

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WATER UTILITIES CORPORATION

PO BOX 100, GABORONE

Attention: HRD/700

Closing date for applications: 30 September 1988

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## TRANSLATOR

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### DUTIES:

Translation from French & Dutch into English (mainly economic and financial texts).

### REQUIREMENTS:

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Applications with curriculum vitae should be sent to



Generale Bank

Centre de Sélection (K/30)  
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Duties will include reporting and preparation of financial accounts to trial balance state, preparation of management accounts and financial statements, together with credit control. An excellent remuneration package will be offered to the successful applicant to include: excellent salary, CAR, private medical insurance, share option scheme.

Phone 629 6116, or write in confidence with your CV, including daytime telephone number to 3 Berkeley Square, London W1X 3HG. Ref: LGW.

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- \* An appropriate business/commerce degree
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## The Times special guide to the 1988-89 rugby union season

## All to play for in the watershed years

By David Hands, Rugby Correspondent

"These will be the watershed years," one leading London official said last month, referring to the time between the first and second World Cups in 1987 and 1991, and to changes in rugby union which could take place, both domestically and internationally.

He was referring, too, to the pace, profile and perception of the game, all circumstances which combine to threaten the cherished amateur concept which, in many parts of the world, is more honoured in the breach than the observance. If every rumour heard at a clubhouse bar is true, then much of the money washing around in the English game from sponsors is being used directly to lure players.

Few of the world's leading rugby-playing countries can put their hand on their heart and claim that their game is free from such abuse. None of which makes the amateur concept out-of-date — indeed, it is even more worthy of protection now as a gleam of light in a naughty world, so long as it is a concept that is practical in conditions as they are today, rather than those of twenty, fifty or a hundred years ago, and so policed that conditions for players throughout the world are similar.

That places the strain not on those who play but on those who administer. Those who play have enough on their plate. They give much, in terms of performance, preparation and commitment, and none of them should be out of pocket for doing so.

If the market permits sportsmen of any hue to make money out of their individual fame, then they should be permitted to do so. Once, however, individuals are paid directly for playing, then the nature of the game will change, not necessarily for the better, just as it did nearly a hundred years ago.

If players are now being paid in that way, against the regulations as they now stand, then it is ambitious administrators who are making the payments. These are admin-

istrators, maybe, whose wish is to be associated with a successful organization, on a scale large or small, for business reasons, rather than the advancement or improvement of the game.

One recent suggestion is for the introduction of a code of conduct in the Courage Clubs Championship, which starts its second season on Saturday. Again, the main problem in any such operation is enforcement, but it should be possible given that such a code would largely relate to the poaching of players, for where one club is successful in recruiting, another has lost a player and may have grounds for complaint.

We have also reached the era of the paid club official yet it is possible that a greater number of professional administrators will do more to protect the amateur player, because the quality of administration should improve. There is no reason why rugby union should not be like hockey or rowing and pay individuals to organize and coach the various national sides, or why divisional offices should not be established for the development of the game in the regions and the coaching of those representative sides.

All these, though, are steps in the dark because the implications of the league system are not yet fully apparent. England may take Scotland's 16-year-old league as an example, but because of the size of the English operation, comparisons are of limited worth.

Wales will certainly watch the English league with great care (particularly after last Saturday's results). Indeed, the *Western Mail* has even organized its own unofficial league tables for the dissenting senior Welsh clubs in the belief that a Welsh national league is inevitable.

What we have seen already is that the leading English clubs have begun the season fitter than ever before, that several leading English players have decided to limit their



Man for new season: Chris Oti, the England winger whose attacking flair has led to great expectations at his new club, Wasps, at the start of the second season of league rugby

rugby, and that though the summer may have brought woe to England and Wales's senior sides, the Student World Cup last month at least showed that England's schoolboys, selected from a comparatively limited base, can overcome their opposite numbers from New Zealand and Australia.

What the observers sent by some forward-thinking clubs have seen is the way

England's schoolboys achieved their results by being fitter, by adapting techniques they had learned in this country (something the senior side has shown singularly little sign of doing), by adjusting to local interpretations of the rules (which made the scrum only a method of restarting the game), and by making the most of, in some cases, limited ability.

One of the heartening sto-

ries from that tour was of England, defending a 15-8 lead over New Zealand, twice retreating to out-ruck their opponents by getting more men to the ball than the young All Blacks did.

It is worth noting, too, Mike Glogg's comments in the latest edition of the *Rothmans Rugby Union Yearbook*. Glogg, chairman of the England colts selectors, another successful area of the English

## THE CHANGING FACES

By and large, the clubs in the bottom half of last season's first division, together with those promoted from the second, have been the most assiduous recruiters during the close season. The quietest area has been the south-west, where the three major clubs report scarcely any changes from last season.

**BATH:** Victor Ubogu, the Oxford University full back, and Simon Hunter (wing) have joined from Richmond. Damien Cronin, the Scottish lock, has decided not to move and none of last season's squad has gone.

**BRISTOL:** The only loss is that of Nigel Popham, last season's captain, now retired. David Wood, a utility back from Maesteg, has joined and Julian Davis (ex-Lydney) joins a list of scrum halves arriving to replace Richard Harding's place.

**GLoucester:** No defections and the only notable addition is the new recruit, after a season with Stroud, of John Gadd to the back row.

**HARLEQUINS:** The club holders have gained Mark Thomas, the Cambridge University full back, or wing, and Paul Tappin, the West London Institute and Middlesex hooker. Alex Woodhouse (scrum half) and Simon Hunter (wing) have moved to Rosslyn Park and Charlie Smith (centre) to Moseley.

**LEICESTER:** The league champions have lost two useful back-row men. Mark Charles and Rob Tebbutt, to Northampton, but Mark Reid, the former Loughborough University lock, John Liley, the Wakefield full back, and Aadel Kardooni, Wasps' scrum half, have also been added.

**LIVERPOOL-ST HELENS:** The second division runners-up have lost John Heskett (hooker) and Chris Oti (wing) to Bath. However, their captures include David Cusani, the England lock from Orrell, John O'Connell, the former British Lions flanker who will also help coach, Brendan Hanavan, Flyde's high-scoring wing, two former England school backs, Paul Harris and Mike Mulligan, and the highly rated Warrington Park scrum half, Dewi Morris.

**NOTTINGHAM:** Martin Northard (centre) has retired and Chris Oti (wing) moved to London. But first-division status has lured Lee Johnson (prop) from Coventry and the Headingley pair, Steve Worrall (scrum half) and Dave Paragon (No. 8). Simon Roberts, the Oxford and Devon scrum half, has joined as has Steve Hackney, the England Students wing from West Hartlepool, plus three new recruits: Colin Smith (hooker) and Wayne Kifford (full back).

**ROSSLYN PARK:** The evergreen Andy Ripley has at last hung up his boots but the club's second-division champions, have Woodhouse and Hunter from Harlequins, Simon Smith, the Richmond stand-off, and Simon Dear, the Metropolitan Police lock. They also look forward to seeing Neil McBain, the Oxford scrum half, and Kevin Wyles, Bristol's centre.

**WASPS:** The only senior absentee is Nick Stringer, the former England full back, forced by injury to retire. Chris Oti and Paul Tappin, both England three-quarters, have arrived, accompanied by Gareth Rogers, formerly Maidenhead's scrum half.

**WATERLOO:** Jim Syddall, the England lock, has retired but there are two back-row acquisitions, Paul Dooley (Orrell) and Kevin Brookman (Morley).

**MOSELEY:** Al Ricardo has retired from first-class rugby and Richard Tuckwood, another lock, may yet join him. But Paul Suckling (hooker) and Ian Potter (full back) have joined from Coventry. Charlie Smith returns to his old haunts, Lydney Heath (wing) comes from Bridgford and a clutch of players from local clubs Kidderminster, Walsall and Solihull. It is hoped that Ashley Johnson, the Oxford University stand-off half, will become available next month.

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## IRFB is told to assert powers

By David Hands

John Simpson, the president of the Rugby Football Union (RFU), articulated a generally held plea yesterday for the International Rugby Football Board (IRFB) to assert its powers over the world game.

Speaking at the launch of the Seventeenth Rothmans Rugby Union Yearbook in London, where, a year ago, his predecessor, John Burgess, described the IRFB as a "bloody mess", Simpson outlined the RFU proposals for a reshaped board.

He called for the removal of associate member status, so that all countries applying to join the board may feel they could contribute directly to the growth of rugby as a world sport. At the same time the board's executive committee should be replaced by a council drawn from the existing full members and representatives of the various geographical areas of the world.

"The IRFB's council should have complete power to make decisions," he said. "You cannot wait for a general assembly to make decisions. It may be necessary for the existing board members (the home unions, France, New Zealand, Australia and South Africa) to have the power of veto but no vetoing nations need to be involved."

There is already a strong feeling among certain board members that Argentina should become a full member and represent the South American area. It is the RFU's hope that our proposals will be discussed at November's meeting.

The yearbook has nominated Robert Norrie, the Cardiff and Wales lock, as its player of the year, citing him as perhaps the prime reason for Wales's triple crown last season. Details of this summer's tours by England, Wales and Scotland are included.

*Rothmans Rugby Union Yearbook 1988-89*, edited by Stephen Jones, published by Stephen Jones Press (£14.95 hardback, £10.95 paperback).

## BADMINTON

## Edinburgh regains grand prix

By Richard Eaton

The Scottish Open will again become one of the world's best tournaments now it has regained its world grand prix status thanks to a joint sponsorship announced yesterday by Carlton, the sports goods company, and Vauxhall, the motor company.

After a year in which it lost its grand prix status, the popular event will again attract an outstanding international field, with £9,000 prize-money ensuring the presence of 11 players from China, the world's leading badminton nation.

That will provide a wonderful challenge for Morten Frost, the Dane based in London who is the former world No. 1 and determined to prove that he is still a world-class force, and also for a large number of English players who are expected to take part.

The event will take place at the Meadowbank stadium, in Edinburgh, between November 24 and 27, and will be followed by an international challenge series in England, also to be sponsored by Carlton and Vauxhall.

The series, at six venues, will be between a team, whose members will include the Commonwealth champion, Steve Baddeley, the Japanese Open champion, Nick Yates, and the Thomas Cup player, Steve Butler, and a Scandinavian team, which will include Frost and the European men's doubles champion, Michael Kjeldsen.

## EQUESTRIANISM

## Powell and Hunt left with chance

By Jenny MacArthur

In the absence of the five Olympic three-day event riders, the British pair, Powell and Hunt, their horses, the two non-travelling reserves, Rachel Hunt and Rodney Powell, start as joint favourites for the four-day Burghley Remy Martin horse trials, which begin today at Burghley House, near Stamford, Lincolnshire.

Because of proximity to the Olympics, there are 61 starters compared with 74 last year, but Burghley's habit of uncovering new talent, together with the presence of established riders such as Lucinda Green riding Mins Lincoln, Robert Lemieux, the new national champion with The Poser, and the two Olympic short-listed riders, David Swain (Kilnesham) and Ros Bevan (Horton Point) promise interesting competition.

Powell and Hunt know they will never have a better chance of winning the Remy Martin Trophy and £6,000 first prize. Both have spent the last 21 days training with the Olympic team at Badminton with regular lessons from the team trainers, Pat Burgess and Ferdi Eilberg.

Both have two top horses — these are the Olympic reserves — whose careers have been well planned. Powell's horse, sent to Seoul, Hunt has her European Championship partner, Aloaf, and the brilliant, but cocky, Ballymurphy, both of which will play the MacConna-McGill-Gallagher.

Powell, continually thwarted in his attempt to gain a place in the British team, is making an

## RUGBY LEAGUE

## Tour made a profit after all

By Keith Macklin

The 1988 tour of Australia made a profit of £12,000 despite speculation over big financial setbacks. Members of the Rugby Football League council, meeting in Leeds yesterday, heard that a small profit was made against all the odds.

With the pound falling in value against the Australian dollar since 1984, big bonuses being paid to the players for the wins against Papua New Guinea and Australia — the first time bonuses have been paid — and the failure of the Australian rugby league authorities to market the centenary international between Australia and Great Britain, a loss had been feared.

The 1979 tour lost £35,000, the first time a tour had been incurred and the 1984 tour a £32,000 profit in a more favourable financial climate.

A 30-page report on the tour will be put before the council at its next meeting, together with recommendations by the 1988 tour managers and officials regarding pruning the fixture list and other changes recommended for the next tour in 1991.

One aspect of the sin-bin system in Britain is to be changed. There will no longer be a tarring-up procedure under which three recorded sin-bin offences mean automatic suspension, since no other rugby-league playing country has such a system. However, sin-bin offences will continue to be placed on a player's disciplinary record.

The Sydney St George forward, Graham Wynn, has angered Salford by claiming he has signed for them. Wynn, in hot water after receiving a four-match suspension for violent play, is reported to have made the claim to a New South Wales disciplinary committee. But the Salford manager, Kevin Asbroff, said: "It's totally wrong for Wynn to use an excuse to serve out his ban in England."

## YACHTING

## Wilkins uses brisk start to advantage

By a Special Correspondent

Keith Wilkins, from Bristol, won the second race in the world championship at Falmouth, Cornwall, yesterday. Wilkins had an excellent start and found himself battling for first place at the windward mark. As he reached the gybe mark he was in the lead and he held first position to the finish.

Conditions were difficult for the 160 sailors, with a 12-knot southerly wind and a very choppy sea. By the end of the race the wind had dropped considerably and the third race was held because of the lack of wind. Racing will continue today.

**RESULTS:** Second race: 1. K. Wilkins (UK), 2. J. C. Lovelady (AUS), 2. J. C. Lovelady (AUS), 2. J. C. Lovelady (AUS), 2. J. C. Lovelady (AUS).

## GOLF: CONTRACTS GIVE ONE CHAMPION SECURITY BUT STOP ANOTHER PLAYING

## Faldo's fortune leaves him to count on attacking play

By Mitchell Platts

Nick Faldo swings into the Panasonic European Open, which starts at Sunningdale today, aware that win or lose, he is now earning at the rate of £48,076.96 each week.

That sum, which represents an overall income of £2.5 million a year, is clearly a result of him winning the Open Championship last year, since when he has signed two new lucrative contracts.

Yesterday, he put pen to paper to the second of them when he agreed to wear and endorse Stylo shoes for the next four years. Paul Ziff, chairman of Stylo Matchmakers International, said: "If Nick continues to be as successful as he has been, and particularly in the United States, then we would estimate his income from us for the contract to be near the £1 million mark."

Faldo, relieved of financial pressure, is determined to overhaul Severiano Ballesteros, absent this week, at the top of the Volvo Order of Merit. Faldo is currently second with £217,969, while Ballesteros leads the way with £286,724.

Faldo said: "I haven't had to worry now for many years, so the beauty is that I can play the game now as I did as an amateur. I can be aggressive without worrying about the need to win every week."

"I now play for the sake of the game, and my only interest is in winning. I could stop right now and go fishing for the rest of my life, but it is not what I want. I want to win more major championships and I want to be No. 1 in Europe again this year."

"I have an advantage over some other guys who stand on the tee knowing that they have only £500 in the bank. But remember, I was once in that position myself."

Despite that, there have been eight new winners on the Euro tour this year, including Chris Moody, who captured the European Masters in Switzerland last week.

Moody will be among Faldo's rivals for the first prize this week, along with Mark James, Barry Lane, Sandy Lyle, Jose Maria Olazabal and Ian Woosnam.

Faldo remains unsure about his putting. "I tried out a new style last week, but it wasn't altogether successful," he explained. "It is something I have got to come to terms with. I feel that most of the time I am putting a good stroke on the ball so it is a matter of certainly an alignment problem."

Faldo intends to compete in all the remaining European events, excluding the Jersey Open, before taking an extended winter break. He will put the clubs away for at least six weeks before starting out again in the United States in January.

## Card of course

Hole	Yds	Par	Hole	Yds	Par
1	434	4	10	473	4
2	471	4	11	325	4
3	296	4	12	451	4
4	383	4	13	185	3
5	410	4	14	509	5
6	415	4	15	225	3
7	458	5	16	243	3
8	182	3	17	421	4
9	280	4	18	429	4

Total yardage: 6,580 Par: 70

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## Davies in hunt for big prizes

From Patricia Davies

There was little or no golf played in Lady Godiva's day and even less in Belgium, but things have changed since then and today Laura Davies, a Coventry native, will be one of the main attractions in the first round of the inaugural Godiva European Masters at Royal Wootton Bassett.

It is the richest tournament of the season, with a prize fund of £100,000 prize money and the Westerbrit British Open, and undoubtedly the most fashionable — Godiva are in the catering business and most of the professionals here have postponed their duties until next week.

Davies, refreshed and raring to swing again after a week away from the golf club, arrived here in her new Mercedes, a suitable status symbol for a tournament that is upmarket in every respect. The exhibition centre resembles an art gallery with tasteful modern art lamps and fashion parades are promised every evening after play finishes. Designer haircuts are also on offer and nothing is too good to ensure that the tournament should be a cut above most of its rivals.

The club, the oldest in Belgium and the second oldest in Europe, is celebrating its centenary and the course has earned the congratulations of the players. The general consensus is that it is one of the best tests they have come across this season and such contentment holds the promise of some good scoring over the next few days.

## Card of course

Hole	Yds	Par	Hole	Yds	Par
1	320	4	10	377	4
2	175	3	11	430	4
3	175	3	12	192	3
4	318	4	13	361	4
5	412	5	14	419	5
6	318	4	15	413	5
7	184	3	16	125	3
8	371	4	17	342	4
9	372	4	18	351	4

Total yardage: 5928 Par: 73

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Extras (nbl) ..... 8  
Total (5 wickets) ..... 8  
Abdul Qadir, Hafiz Shahid, Mohsin Kamran  
Nadeem Ghauri did not bat.  
FALL OF WICKETS: 1-16, 2-28, 3-30, 4-  
39, 5-61.  
BOWLING: McDermott 6-1-33-0; Reid 4-  
1-7-3; Sleep 10-2-33-1; Waugh 5-4-1-  
Taylor 4-1-11-0.

In the top match, the Irish champion, Garth McGimpsey, five up after six holes, eventually had to go the full distance to edge out his Scottish counterpart, Jim Milligan.

**RESULTS:** Ireland 10, Scotland 5; England 11, Wales 4.



